

2019 Annual Report



HIGHLIGHTS • YEAR IN REVIEW



NEW YORK
STATE OF
OPPORTUNITY.TM

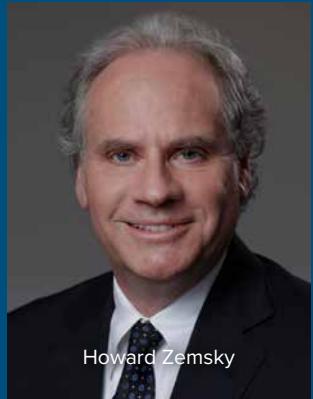
Empire State
Development

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PART ONE

A Message



Howard Zemsky



Eric Gertler

This past year has been one of remarkable accomplishment and continued success for ESD. From projects that we have completed to the daily work of advancing key programs, there are hundreds of communities and thousands of people being supported and strengthened by the agency's efforts.

The work of ESD would not be possible without the support of dedicated partners who share our vision of a vibrant, growing and opportunity-rich economic environment for New York State. We are continually reminded that economic development is a team endeavor, and our first and foremost appreciation is to Governor Cuomo and the Legislature, who support our mission and provide the means for us to carry it out.

While historians have debated the origins of New York's "Empire State" nickname, they agree it likely acknowledges the state's wealth of resources and talent. Similarly, the agency benefits from an extraordinarily talented staff, whose commitment and integrity are the very definition of public service. This report highlights the diverse programs and initiatives ESD's departments manage daily, including: Legal, Real Estate Development and Planning, Finance, Marketing, Public Affairs, Broadband, Loans and Grants, Human Resources, Minority and Women's Business Development, Small Business and Technology Development, Subsidiaries, Public Policy, Planning & Incentives, Economic Analysis and Research, Information Technology, Administration and more.

In addition to ESD's dedicated professional staff, we are fortunate to have the support and talent of our board and the local leadership of our Regional Economic Development Councils, especially the chairs, all of whom voluntarily dedicate their time and energy to advance the agency's mission. The ESD Board, in particular, continues to influence the state and the agency with its collective input and oversight. In August, Governor Cuomo asked Eric to assume the leadership of ESD as the agency's new president and CEO, and Howard was appointed board chairman. It is a tremendous honor for us to helm the agency, particularly under a governor who not only recognizes the importance of economic development but has done so much to advance it across this state. In 2019 the board welcomed ex-officio member Linda Lacewell, Superintendent of the Department of Financial Services, replacing Maria Vullo, and the agency is profoundly grateful for the long service of Derrick Cephas and Rob Dyson, both of whom left the board this year. We appreciate the dedication each member has for the job to which they have been appointed.

Our thanks extend to the many partners across the public and private sectors with whom we work daily. Their collaboration is essential in ensuring New York's economy grows stronger and more diverse regionally and expands to benefit all residents.

Within this comprehensive annual report are the key strategies guiding ESD's work, reflecting Governor Cuomo's approach to economic development:

- Making place-based investments to help revitalize downtowns, in cities, towns or villages.
- Robust work centers are important to attract and retain talent, so we are working to create places they will want to return to and stay. This revitalization includes restoring historic buildings, activating waterfronts, encouraging transit-oriented development, creating vibrant mixed-use districts and more.
- Developing the state's workforce through training, by aligning skills with available jobs, is a must if we are going to continue to grow the economy. For example, recognizing the demand for STEM-related skills is essential to providing opportunity for New Yorkers to obtain interesting and gainful employment, and it's also important for industries that need a well-trained workforce to compete successfully.
- Supporting tradable sectors by providing businesses with loans, grants or tax credits to incentivize them to make investments, grow employment in New York State, and export products and services.

- Fostering innovation, primarily through ESD's Division of Small Business and Technology Development where we support NYSTAR's Centers of Excellence, Centers for Advanced Technology, Manufacturing Extension Partnership Centers, Innovation Hot Spots and Certified Business Incubators. We also fund business plan competitions and encourage collaboration between industry and academia.

This report highlights these pillars throughout and concludes with a section containing detailed statistics and financial information. Extensive additional information on thousands of economic development projects throughout the state is available on our website at esd.ny.gov.

Governor Cuomo's strategy is not only providing positive economic results in the short term, but also planting seeds for sustainable economic prosperity over the long term. Nine years of sound regional economic planning and implementation has led to economic vitality and growth across New York, proving our focus on revitalizing regions, encouraging innovation, investing in our workforce and supporting industries that create jobs, such as the advanced technology sector, is yielding success.

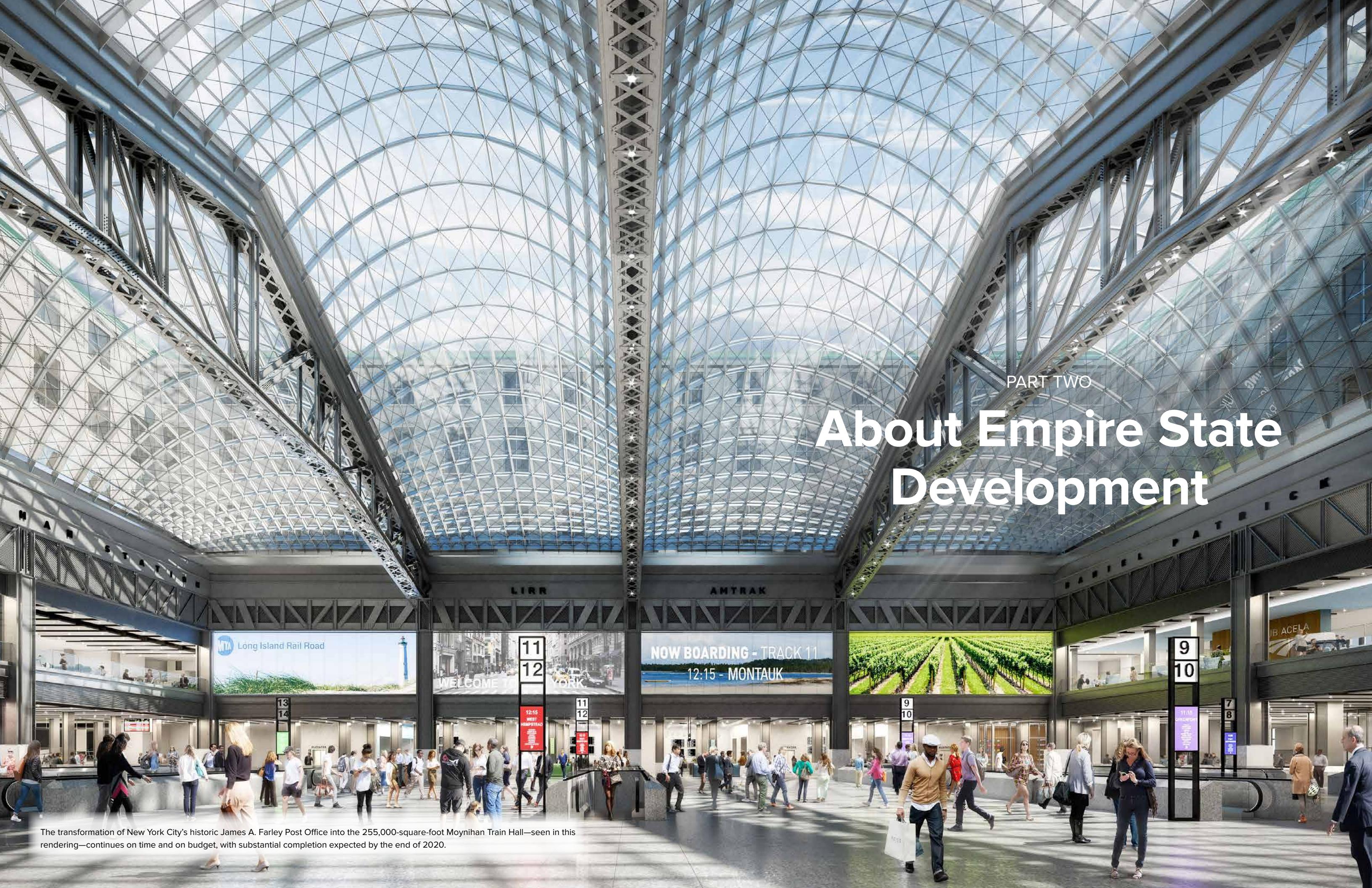
Thanks to Governor Cuomo's leadership, New York State enters 2020 with a record level of private-sector job growth and the lowest unemployment rate ever, leaving ESD well positioned to continue our economic momentum into the new year.

A handwritten signature in black ink, appearing to read "Howard Zemsky".

Howard Zemsky
ESD Chair

A handwritten signature in black ink, appearing to read "Eric Gertler".

Eric Gertler
ESD Acting Commissioner
and President &
CEO-designate



PART TWO

About Empire State Development

The transformation of New York City's historic James A. Farley Post Office into the 255,000-square-foot Moynihan Train Hall—seen in this rendering—continues on time and on budget, with substantial completion expected by the end of 2020.



Empire State Development

Mission

The mission of Empire State Development (ESD) is to promote a vigorous and growing state economy; encourage business investment and job creation; and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance.

To support our economic development mission, ESD:

- Invests strategically in infrastructure, innovation, placemaking and revitalization, tradable sectors, and workforce development
- Is transparent and responsive to the needs of diverse communities across the state through the active participation of the Regional Councils
- Supports the retention and health of existing businesses, the retention of populations, and the development of new businesses and industries that will contribute to the development of the 21st-century economy
- Promotes equality of economic opportunities for minority- and women-owned businesses (MWBEs)
- Provides early-stage support for new ventures, including the research and development of new technologies
- Strengthens New York State's innovation-based economy through partnerships with our acclaimed universities, promoting entrepreneurialism through the development of incubators and next-generation manufacturing and technology hubs across the state

EMPIRE STATE DEVELOPMENT

is the umbrella organization

for New York's two principal economic development entities:

The New York State Urban Development Corporation and the Department of Economic Development.

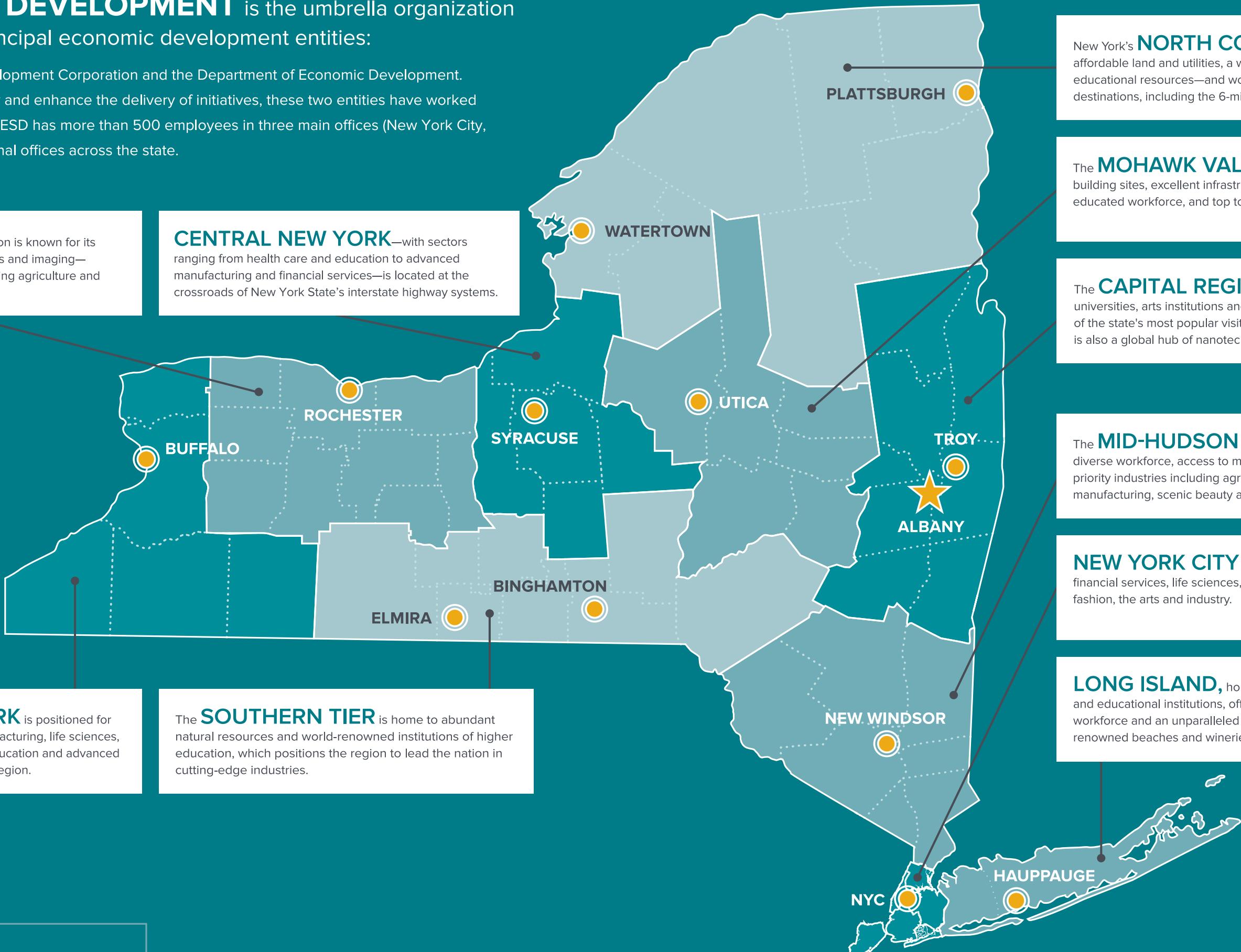
In an effort to increase efficiency and enhance the delivery of initiatives, these two entities have worked

together seamlessly since 1995. ESD has more than 500 employees in three main offices (New York City,

Albany and Buffalo) and in regional offices across the state.

The **FINGER LAKES** region is known for its innovation in industries such as optics and imaging—as well as photonics—and has a leading agriculture and food ecosystem.

CENTRAL NEW YORK—with sectors ranging from health care and education to advanced manufacturing and financial services—is located at the crossroads of New York State's interstate highway systems.



New York's **NORTH COUNTRY** offers affordable land and utilities, a wealth of natural and educational resources—and world-class tourism destinations, including the 6-million-acre Adirondack Park.

The **MOHAWK VALLEY** offers attractive building sites, excellent infrastructure, a skilled and educated workforce, and top tourist attractions.

The **CAPITAL REGION** is home to universities, arts institutions and is a gateway to some of the state's most popular visitor destinations. The area is also a global hub of nanotechnology.

The **MID-HUDSON** region offers a skilled and diverse workforce, access to major Northeast markets, priority industries including agribusiness and advanced manufacturing, scenic beauty and a rich cultural heritage.

NEW YORK CITY is the global center for financial services, life sciences, entertainment, media, fashion, the arts and industry.

LONG ISLAND, home to world-class research and educational institutions, offers a highly skilled workforce and an unparalleled quality of life—including renowned beaches and wineries.

WESTERN NEW YORK is positioned for long-term growth in advanced manufacturing, life sciences, biotechnologies, finance, tourism, education and advanced agriculture—all within an affordable region.

The **SOUTHERN TIER** is home to abundant natural resources and world-renowned institutions of higher education, which positions the region to lead the nation in cutting-edge industries.

KEY



STATE CAPITAL



ESD REGIONAL OFFICE

ESD Subsidiaries

ESD serves as the parent corporation for multiple subsidiary corporations, which are generally associated with large-scale development projects. Each subsidiary operates as an independent entity, with a board, president and staff.

Atlantic Yards Community Development Corporation

The Atlantic Yards Community Development Corporation (AYCDC) was created in 2014 and serves in an advisory capacity to the ESD Board of Directors regarding the Atlantic Yards Project, a 22-acre, \$4.9 billion development that consists of the 18,000-seat Barclays Arena; the development of a reconfigured and improved Long Island Rail Road train yard and subway facility upgrades; the development of 16 buildings for residential and commercial use; and the creation of eight acres of publicly accessible open space.

Empire State New Market Corporation

The Empire State New Market Corporation (ESNMC) is a certified Community Development Entity under the federal Department of the Treasury's Community Development Financial Institutions (CDFI) Fund. ESNMC was created to administer ESD's New Markets Tax Credit Program, which provides federal tax credits to incentivize private investment capital for operating companies and real estate development projects in order to foster job creation and community development in low-income communities throughout New York State. Recent projects include fitting out and equipping medical office space for St. James Hospital in Hornell, in a new building that is a key component of the Hornell Medical Village, designed to create jobs and transform rural healthcare delivery in the area.

Erie Canal Harbor Development Corporation

The Erie Canal Harbor Development Corporation (ECHDC) was created in 2005 to revitalize Buffalo's inner and outer harbor areas and spur economic growth in Western New York. Guided by strategic planning that engages the public and promotes private sector investment, ECHDC has developed Buffalo's waterfront into a culturally significant, accessible year-round destination through projects at Canalside and Buffalo's Outer Harbor.

Harlem Community Development Corporation

Harlem Community Development Corporation (HCDC) was created in 1995 to serve the greater Harlem community, including Central Harlem, El Barrio/East Harlem, Washington Heights and West Harlem. Through various partnerships, HCDC plans and facilitates a wide range of community revitalization initiatives, strengthening Upper Manhattan and its economically and culturally vibrant communities. HCDC offers business services programs, providing tools including technical and financial assistance and skills training to local entrepreneurs to start and grow small businesses. A satellite Minority and Women-Owned Business Enterprises certification center supports local businesses seeking certification, and development programs provide information, technical and skills training to community-based organizations and individuals seeking to create independent projects and initiatives, supporting further investment in Upper Manhattan.

Lower Manhattan Development Corporation

The Lower Manhattan Development Corporation (LMDC) was formed in the aftermath of September 11 to administer \$2.8 billion in federal grants dedicated to the redevelopment and revitalization of Lower Manhattan. Funding was provided through the Community Development Block Grant Program of the U.S. Department of Housing and Urban Development pursuant to federal legislation designating LMDC as the grantee. LMDC has funded a wide range of economic development, infrastructure, community and cultural projects in Lower Manhattan both on and off the World Trade Center site. Onsite efforts are set forth in LMDC's World Trade Center Memorial and Cultural Program General Project Plan, which includes the 9/11 Memorial & Museum and Performing Arts Center. Offsite endeavors include economic development programs; a residential grant program; parks and open spaces improvements; and community, cultural and human services programs.

New York Convention Center Development Corporation

New York Convention Center Development Corporation (CCDC) was created in 1979 to oversee construction of, and capital improvements at, the Jacob K. Javits Convention Center on the west side of Manhattan. The Javits Center opened in 1986 and has long been New York City's primary venue for large conventions, exhibitions, and major trade shows. These events are key contributors to the City and State economy, stimulating direct and indirect employment, economic activity and tax revenues, and strongly support the City's hotel, restaurant, tourism, and entertainment industries. A major renovation of the existing facility was completed in 2014, and a \$1.3 billion expansion is currently under construction and expected to be completed in 2021.

New York Empowerment Zone Corporation

The New York Empowerment Zone Corporation (NYEZC) is one of nine empowerment zones established by the federal government in 1994. NYEZC assists the Upper Manhattan Empowerment Zone Development Corporation (UMEZ) and the Bronx Overall Economic Development Corporation (BOEDC) to implement and realize the goals of the strategic plan developed for the Upper Manhattan and Bronx communities. NYEZC funded projects have created 25,000 permanent and construction jobs. Over \$280 million has been approved in funding for economic development projects, and NYEZC funds have leveraged more than \$1 billion in private-sector investment.

Queens West Development Corporation

The Queens West Development Corporation (QWDC) was created in 1992 as a cooperative undertaking of ESD, the New York City Economic Development Corporation and the Port Authority of New York and New Jersey. QWDC is charged with overseeing the remediation and redevelopment of former industrial waterfront property along the East River in Long Island City, Queens into a vibrant community. The project includes eleven residential buildings (providing over 4,600 units of housing), over 170,000 square feet of retail amenities, public streets and utilities, two public schools, and 13 acres of public parkland and recreation areas.

USA Niagara Development Corporation

The USA Niagara Development Corporation (USAN) supports and promotes economic development initiatives in Niagara Falls by leveraging private investment and encouraging growth and renewal of the tourism industry in the City of Niagara Falls. USAN works with state and local elected officials, civic groups, community leaders and the private sector to strengthen the local economy. USAN supports a variety of projects in Niagara Falls that are creating jobs, encouraging business investment, improving regional infrastructure and promoting tourism activity.

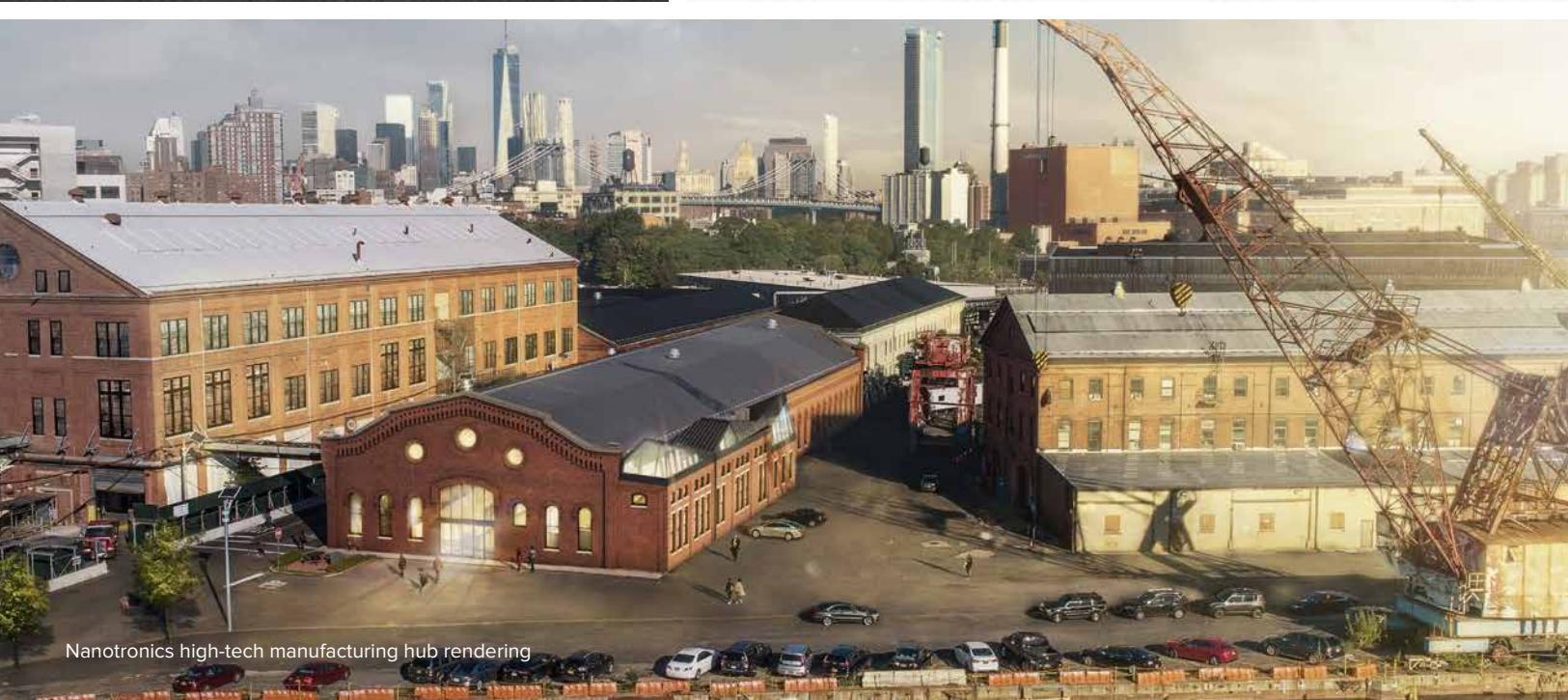
**For more information go to:
<https://esd.ny.gov/subsidiaries>**



Nexus recreation sporting complex rendering



Ithaca Community Childcare Center expansion project rendering



Nantronics high-tech manufacturing hub rendering



Queen City Lofts



Kanpak expansion project

Our Investment Strategy

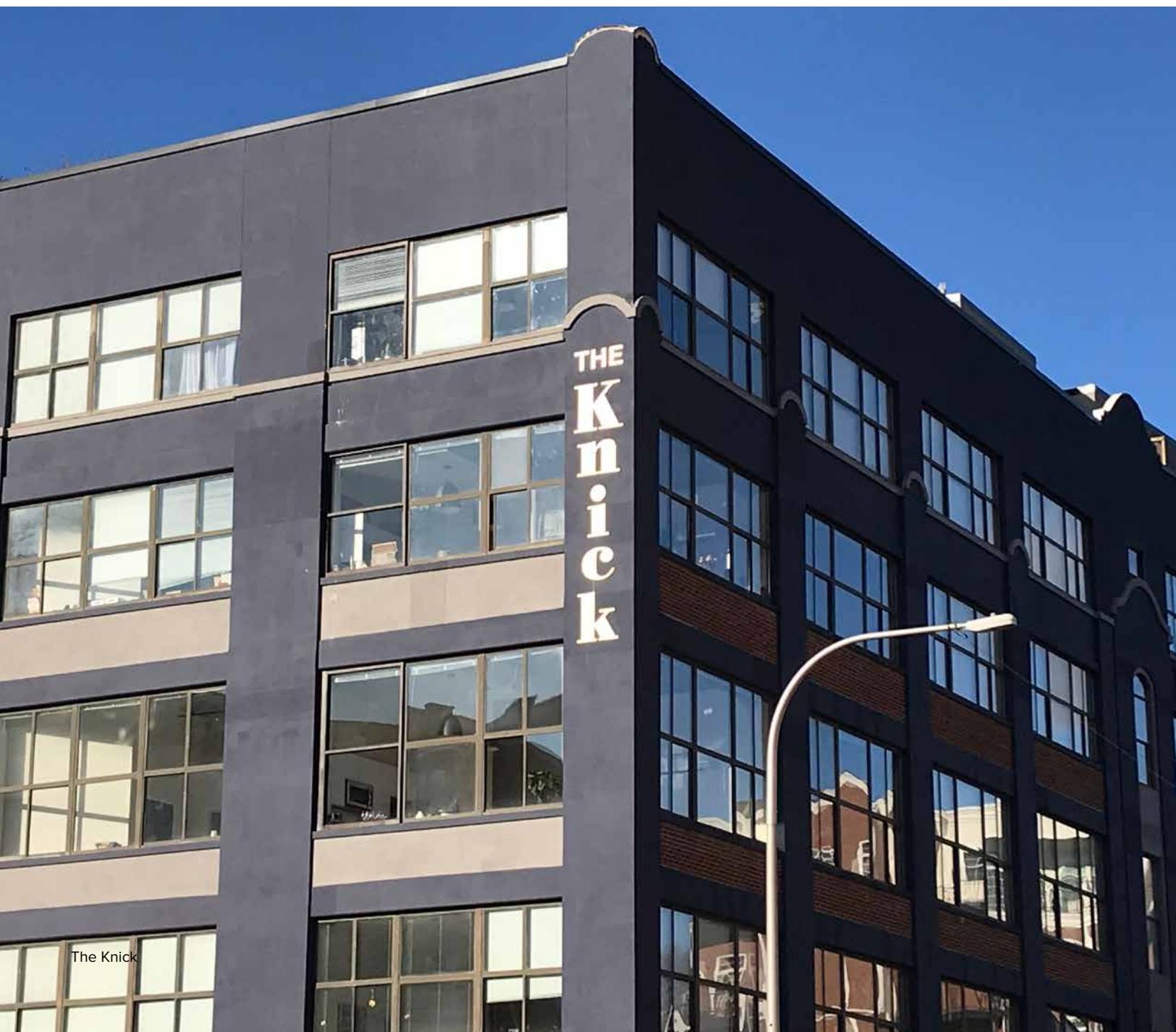
New York State drives economic growth by making investments that build on four strategic pillars.

- **PLACEMAKING** – In order to attract a talented workforce and grow business, our built environment must emphasize creating accessible job centers, sustainable infrastructure, and vibrant, livable communities.
- **WORKFORCE** – Targeted job training and education ensure that jobs in high-paying, in-demand, tradable sectors are filled in an equitable way.
- **TRADABLE SECTORS** – New York State is investing in industries that increase export-based employment opportunities—creating greater output and higher-paying jobs.
- **INNOVATION** – Our investment focus on creating jobs of the future sparks entrepreneurship and the birth of new businesses. The strategy creates synergies between research and commercialization to achieve economic growth.

Placemaking

WHERE WE INVEST MATTERS

Our built environment must emphasize creating accessible job centers, sustainable infrastructure and vibrant, livable communities.



The Knick

2019 INVESTMENT STRATEGY HIGHLIGHTS

CAPITAL REGION – Kenmore Transformation Project

Redburn Development Partners LLC, a Schenectady-based real estate development company, is investing more than \$78 million in its Kenmore Transformation Project, focused on the adaptive reuse of eight properties in the heart of downtown Albany. The project is situated within the city's Downtown Revitalization Initiative area and is dedicating significant private-sector investment to the restoration of highly-visible and iconic structures, while generating momentum to create a hub that catalyzes and connects activity in the Clinton Square area. A December ribbon cutting celebrated the grand opening of the project's first building—"The Knick." The former Knickerbocker News headquarters was transformed into 132 apartments with first-floor commercial space. *\$3 million Regional Council Capital Fund Grant; \$2 million Upstate Revitalization Initiative Grant.*

MID-HUDSON – Queen City Lofts

This mixed-income, mixed-use revitalization project, completed in 2019, includes the new construction of 69 units of rental housing and six commercial spaces, redeveloping a blighted parcel of vacant land in the heart of Poughkeepsie's downtown and remediating environmental contamination on the site through the New York State Brownfield Cleanup Program. Queen City Lofts is located less than a quarter of a mile from the Poughkeepsie Metro-North train station and is walkable to the Poughkeepsie Main Street corridor that offers a mix of community services and retail establishments. Kearney Realty & Development partnered with awardee Hudson River Housing to develop Queen City Lofts, which received the New York State Association for Affordable Housing's (NYSAFAH) top honor for upstate New York for the project. *\$300,000 Regional Council Capital Fund Grant.*

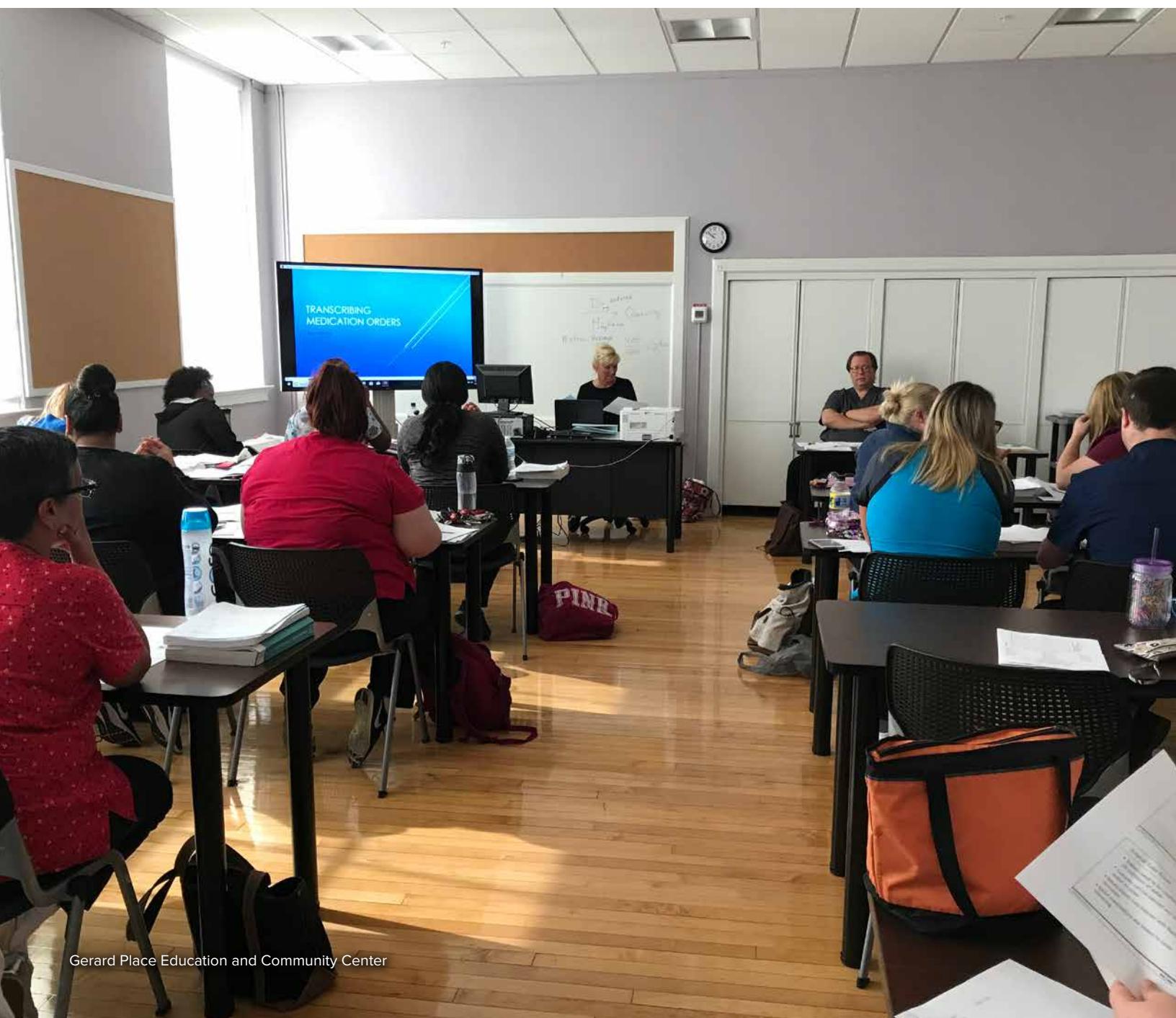
MOHAWK VALLEY – Nexus Center

In January, Governor Cuomo announced funding awarded to the Upper Mohawk Valley Memorial Auditorium Authority for construction of the Nexus Center in downtown Utica, adjacent to the Adirondack Bank Center Auditorium, home of the American Hockey League's Utica Comets. The premier \$44 million tournament-based recreation sporting complex, with a state-of-the-art facility featuring world-class sporting amenities and platforms, is expected to draw teams from throughout the Northeast. The 169,440-square-foot facility will be used primarily for ice hockey, box lacrosse, soccer and other field sports that can be played on a 200 x 85-foot playing surface. Plans call for three playing surfaces on the first floor, with additional locker rooms, college classroom space, food and beverage services, and multi-purpose training areas. The Nexus Center will focus on out-of-town tournament participants year-round, cater to local athletes for practices and training—and add to Utica's growth as a regional entertainment hub. The Center will be owned by the Upper Mohawk Valley Memorial Auditorium Authority, and the balance of funding will be invested by Oneida County and the Upper Mohawk Valley Memorial Auditorium Authority. *\$22 Million Upstate Revitalization Initiative Award.*

Workforce

CONNECTING PEOPLE AND JOBS

Targeted job training and education ensure that jobs in high-paying, in-demand, tradable sectors are filled in an equitable way.



Gerard Place Education and Community Center

2019 INVESTMENT STRATEGY HIGHLIGHTS

CENTRAL NEW YORK – Cayuga Community College

Cayuga Community College will invest approximately \$6 million to establish a Collaborative Workforce Development Center in the City of Auburn. The approximately 19,000-square-foot, two-story Center, located in the former Cornell Cooperative Extension building, will be renovated and equipped to house multiple workforce development partners and community-based organizations. This will allow both for cost-sharing and for the center to provide streamlined employment services to Cayuga County employers and individuals. The Cooperative Extension will also remain at the location. *\$1 million Regional Council Capital Fund Grant.*

SOUTHERN TIER – Ithaca Community Childcare Center

To address barriers to the workplace experienced by many working parents due to the lack of affordable, quality childcare, Ithaca Community Childcare Center will undergo a \$3.9 million expansion that will increase capacity and services—including after-school and part-day toddler and pre-K programming. This enhanced facility will add classrooms and gross motor skills space, relocate the front entrance and offices for better security, and centralize operations. The expansion will add care for more than 100 children and responds to the growing demand for quality and affordable childcare in the greater Ithaca area and in Tompkins County. This project will add 7,375 square feet and renovate 2,436 square feet of existing space at the center's Warren Road location. Construction is expected to be completed in early 2021. *\$790,000 ESD Capital Grant.*

WESTERN NEW YORK – Gerard Place Education and Community Center

A ribbon cutting in September celebrated the \$6 million renovation of a former parish hall into the Gerard Place Community Center on the East Side of Buffalo. Gerard Place, which has a growing campus on Bailey Avenue, works to eliminate barriers that prevent people from escaping poverty. In response to the high need for family support throughout the Bailey-Delevan community, Gerard Place has expanded its services with the new community center, which provides opportunities for neighborhood residents to complete their education and develop employment skills in fields with projected job growth. The center also provides childcare services for parents in the community and those participating in the training offered there. All of these support services are designed to eliminate barriers to employment, position people to become economically stable, and transform the neighborhood into a thriving community. *\$1.75 million Buffalo Billion and Western New York Regional Economic Development Council.*

Tradable Sectors

BRINGING NEW YORK TO THE WORLD

New York State is investing in industries that increase export-based employment opportunities.



Amy's Kitchen groundbreaking ceremony

2019 INVESTMENT STRATEGY HIGHLIGHTS

FINGER LAKES – KanPak

KanPak, one of the largest employers in the Village of Penn Yan, Yates County, broke ground in August on an expansion project at its manufacturing facility. The company produces a variety of dairy and coffee-based products—shipping to clients nationwide and in Canada—including iced and cold brew coffee; ice cream, yogurt and frozen dessert products; milkshake bases, packaged milk and creamers; and specialty beverages for the quick service restaurant (QSR) industry. As part of the \$21 million project to be completed in summer 2020, the company will construct a new private wastewater treatment plant on-site, expand its manufacturing line and warehouse, and create up to 15 new jobs over the next five years; 197 jobs were retained. The buildout represents one of the largest construction projects in the Village's history. *\$600,000 Excelsior Jobs Program; \$150,000 Regional Council Capital Fund Grant.*

MID-HUDSON – Amy's Kitchen

In June, Amy's Kitchen, a leading organic food manufacturer, broke ground on its East Coast hub—a 389,000-square-foot specialty frozen food manufacturing facility in Goshen, Orange County. The \$95 million facility, one of the largest development projects in the Mid-Hudson region in decades, enables the company to create 680 jobs with additional capacity for future expansion. Amy's Kitchen invests in local farms to create a variety of sustainable, organic and non-GMO convenience and frozen food products that are sold throughout the country. The family-owned and privately held company, founded in 1987, makes more than 250 organic products. The company has experienced double-digit growth since its inception. *\$1 million JOBS NOW Grant; \$5.8 million Excelsior Jobs Program.*

NORTH COUNTRY – Vapor Stone Rail

In September, Vapor Stone Rail Systems—a division of Wabtec Corporation—celebrated the grand opening of its \$2.5 million expansion in Plattsburgh, Clinton County. The company, which manufactures public transit system components and is vital to the North Country's growing transportation cluster, expanded into a new 60,000-square-foot facility on the campus of Plattsburgh International Airport, created as an element of the state's airport modernization project. Vapor Stone Rail is adding 52 new jobs to complement its existing employee workforce in Plattsburgh. *\$700,000 Excelsior Jobs Program.*

Innovation

DRIVING THE ECONOMY

Our investment focus on creating jobs of the future sparks entrepreneurship and the growth of new businesses.



Cold Spring Harbor Laboratory

2019 INVESTMENT STRATEGY HIGHLIGHTS

CENTRAL NEW YORK – SAF-GLAS

SAF-GLAS, LLC will invest over \$58 million to relocate its Florida manufacturing and research and development operations for EnergyGlass to Lafayette, Onondaga County, with a commitment to create 303 jobs. The project includes the purchase of land and existing facility, new construction, renovations, and the acquisition and installation of machinery, equipment, furniture and fixtures. The company produces an innovative patented glass technology that transforms residential and commercial building windows into vertical "solar farms," allowing these structures to reuse generated electricity and become self-sufficient and off the grid. The company uses the first truly optically clear inorganic photovoltaic glass that may be installed in a vertical or horizontal position and creates passive electricity, as well as technology for electricity-generating wall and roof panels. *\$3 million Regional Council Capital Fund Grant; \$5 million Excelsior Jobs Program.*

LONG ISLAND – Cold Spring Harbor Laboratory

New York State helped fund the redesign, renovation, and equipment necessary to convert a portion of Cold Spring Harbor Laboratory's Demerec Building into the Center for Therapeutics Research. Governor Cuomo joined the laboratory's leadership team on Oct. 30 to officially open the new center, which will focus on cancer and genetic disease research. The new 26,000-square-foot center will house 30 new scientific staff and is expected to draw scientists from around the world to advance therapies for genetic diseases and open new paths to drug discovery. The project furthers Governor Cuomo's efforts to grow Long Island's thriving biotech industry, including investing more than \$250 million in the region's biotech sector since 2011, and secure New York as a global leader in the field. *\$25 million ESD Transformative Investment Program Fund.*

NEW YORK CITY – Nantronics

Nantronics, a global developer of advanced automated industrial microscopes, factory control tools, and artificial intelligence devices, is retrofitting a 150-year-old former shipbuilding factory at the Brooklyn Navy Yard into a 25,000-square-foot high-tech manufacturing hub. The facility will house research and development teams, along with administrative offices and space for manufacturing, finishing, calibration, testing, assembly, and software integration of sensors, tools and systems used across many industries. Lieutenant Governor Kathy Hochul broke ground on the \$11 million project—which will create 190 new jobs—in September. In addition, Nantronics has partnered with CUNY's Medgar Evers College through the START-UP NY program, which will give Nantronics executives an opportunity to mentor students, collaborate on research projects, host career service workshops, and place students in meaningful paid internships and jobs. *\$2.25 million ESD Capital Grant.*

A composite image with a blue tint. In the upper left, a US one-hundred-dollar bill is visible, showing the portrait of Abraham Lincoln and the seal of the Federal Reserve. Overlaid on the bill is a person's face wearing a virtual reality headset, looking slightly to the right. A vibrant, multi-colored 3D bar chart is superimposed on the right side of the image, with vertical bars in shades of pink, green, yellow, and blue. The background is dark and textured.

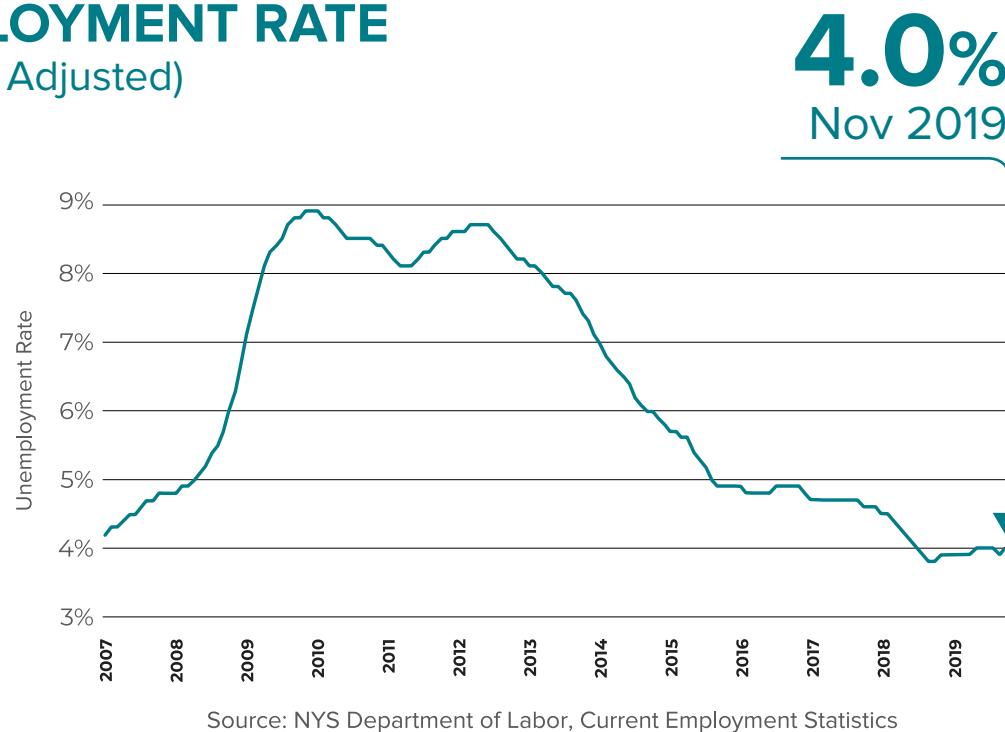
PART THREE

Economic Growth

Economic Indicators Dashboard

This dashboard provides a current look at key economic trends over the past decade. These trends show positive signs for New York's economy, with wages and personal income rising, the unemployment rate remaining low, and private sector jobs growing to an all-time high. Note: The job numbers shown here are estimates derived from monthly surveys of employers. These are the most up-to-date trends for key economic indicators and supplement other employment measures such as the quarterly census

New York State UNEMPLOYMENT RATE (Seasonally Adjusted)

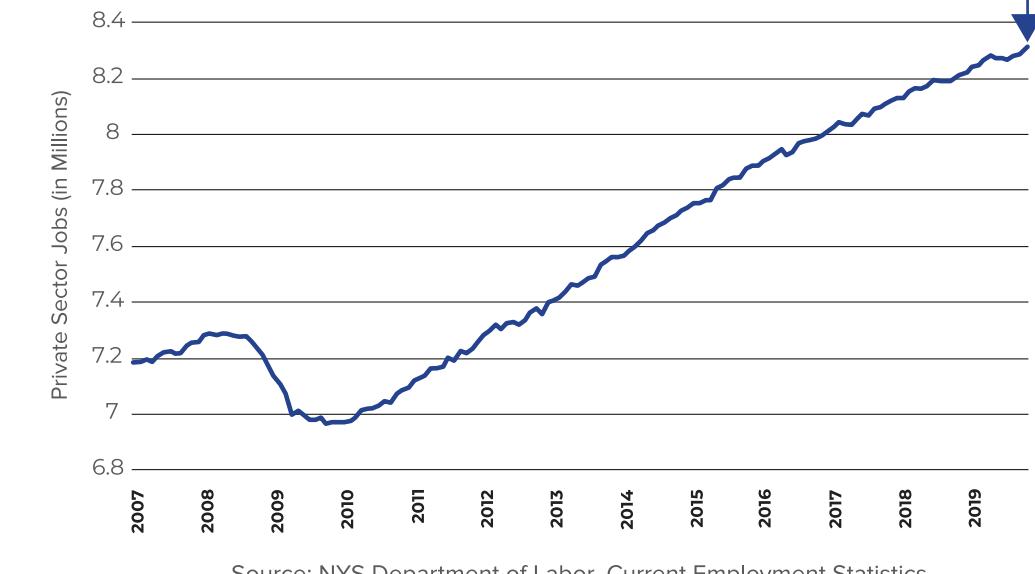


4.0%
Nov 2019

New York State PRIVATE SECTOR JOBS (Seasonally Adjusted)

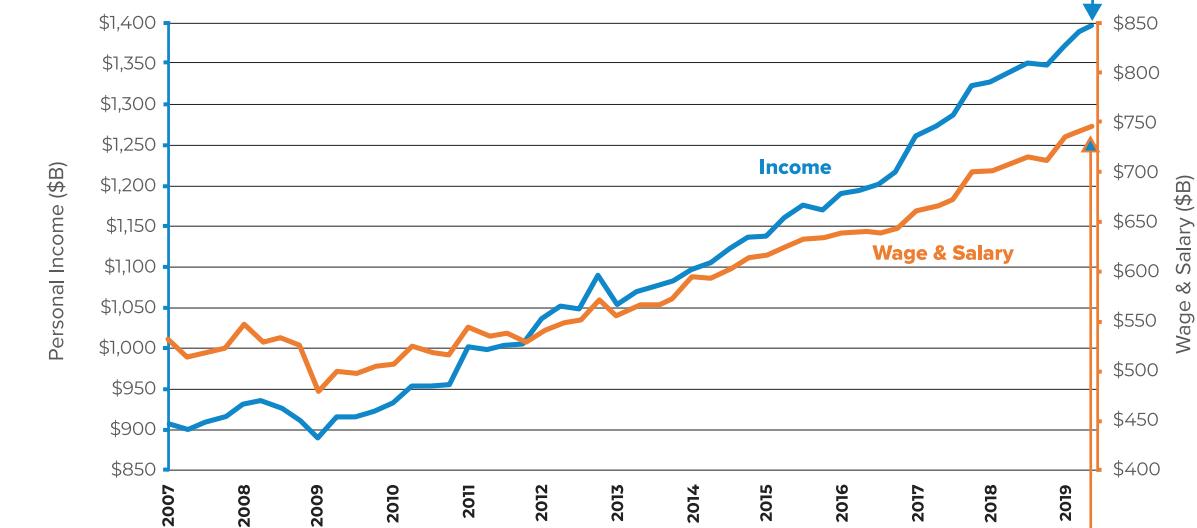
8.321 million

Nov 2019



New York State PERSONAL INCOME and WAGE & SALARY

\$1,399 billion
Q3 2019



\$746 billion
Q3 2019

Economic Growth Highlights

Private sector job growth sets another record high.

New York State grew jobs, firms and wages each year since 2010. Over 1.1 million* private sector jobs were added from 2010 to 2018. Upstate** added an average of about 24,200 total jobs each year from 2010-2018 after losing 12,300 jobs each year, on average, from 2000-2010.

With low unemployment and an influx of younger workers, the future looks bright for the NYS economy.

The rate of unemployment across the state, including Upstate, is lower today than it has been in years. Unemployment in New York State was 4.1% in 2018, down from 8.6% in 2010. And the future of the labor market looks strong, with a rising population of young adults across New York, including Upstate. From 2010 to 2018, while the state's overall population grew by 1%, the number of young adults (20-34) in New York increased by over 96,000 (2.4%). This growth has been even more pronounced in Upstate, where the number of young adults has increased by over 60,000 (3.9%) between 2010 and 2018.

Rising wages for new hires show that the benefits of economic growth are widely shared.

Hires across New York State, including Upstate, saw a double-digit increase in earnings from 2010 to 2018, exceeding the 15% rate of inflation over this period. Increases benefited hires across the board, including those who commonly face barriers to employment and economic opportunity, such as females, African Americans, and workers without a college education.

Tourism and new businesses continue to drive the NYS economy.

New York State is a destination for visitors and businesses. Nearly half (49%) of all active businesses across New York State, as well as in Upstate (46%), filed to do business since 2010. More businesses filed in 2018 than in any other year. New York State ranked 4th

in the nation in number of business startups in 2018. People are spending more on leisure and hospitality. Nearly 253 million visitors came to New York State in 2018, a 25% increase from statewide visitor numbers in 2011. Visitor spending increased 33% from 2011 through 2018.

Venture capital investments in NYS set a new annual high for the sixth year in a row.

Venture capital growth supports new startups, technologies and jobs. New York State ranked 2nd in the nation for venture capital investments in 2018, as was the New York Metro region. \$13.4 billion in venture capital was invested in the state in 2018, 12% more than the previous year. Over \$1.4 billion in venture capital was invested in Upstate from 2011 through 2018—141% more than the previous eight-year period (2003-2010).

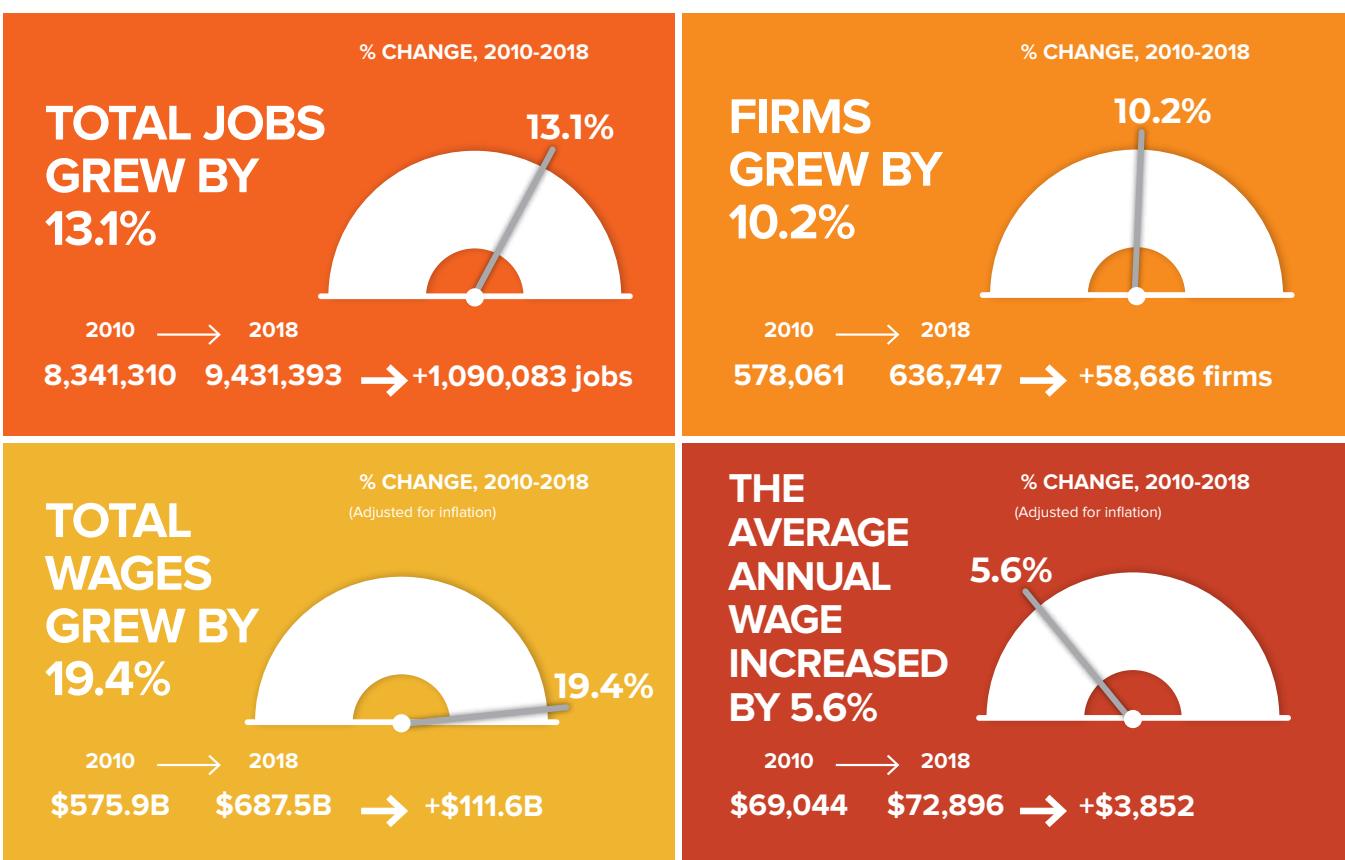
NYS's colleges and universities drive innovation and growth in STEM jobs and high-tech industries.

Higher education drives economic growth through R&D. Colleges and universities across New York surpass national averages in R&D. R&D investments across New York (\$6.3 billion in 2017) amounted to \$321 per capita—39% higher than the national figure of \$231 per capita. Over three-quarters of R&D dollars come from the federal government, representing new dollars into the state. New York State ranks #3 in the nation for patent production and STEM jobs. Growth in STEM jobs statewide exceeded national trends, increasing 16% between 2013 and 2018, compared to 11% nationwide. STEM jobs (497,050) account for 5.3% of statewide employment and pay over \$40,000 more a year than non-STEM jobs (\$100,470 v. \$59,680). The New York-Newark-Jersey City Metropolitan area has more STEM jobs than any other metro in the U.S.

*Statewide growth in *private sector* jobs exceeds the growth in *total jobs* shown in the figure on page 27 due to a concurrent decline in public sector employment.

**Upstate represents all regions of New York State except New York City and Long Island.

FROM 2010 TO 2018



SOURCES: NYS Department of Labor, Quarterly Census of Employment and Wages, 2010, and 2018. Wages are adjusted for inflation to 2018 dollars using the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W) annual averages from the U.S. Bureau of Labor Statistics available at <https://www.ssa.gov/oact/STATS/avgcpi.html>

SOURCES: "Private sector job growth...": NYS Department of Labor, Quarterly Census of Employment and Wages, 1990, 2010, and 2018. "With low unemployment...": NYS Department of Labor, Local Area Unemployment Statistics, 2010-2018; U.S. Census, Decennial Census, 2000 and 2010; American Community Survey, 1-year estimates, 2017; "Rising wages...": U.S. Census, Local Employment Dynamics (LED), Quarterly Workforce Indicators, 2010 (Q1) and 2018 (Q2); Inflation rate from March, 2010 to June, 2018 calculated using the Consumer Price Index for All Urban Consumers (CPI-U)

by the U.S. Bureau of Labor Statistics Inflation Calculator available at <https://data.bls.gov/cgi-bin/cpcalc.pl>; "Tourism and new businesses...": NYS Department of State, Active Corporations Database, 2019. Accessed October, 2019 at <https://data.ny.gov/Economic-Development/Active-Corporations-Beginning-1800>; U.S. Census, Business Formation Statistics, 2018; Tourism Economics, Inc., 2018; "Venture capital...": PwC/CBIInsights MoneyTree™ data explorer. Accessed October, 2019 at <http://www.pwc.com/moneytree>; "Innovation development...": National Science Foundation, Higher Education Research & Development (Survey (HERD)), 2018; U.S. Bureau of Labor Statistics, STEM Data, 2013-2018. Accessed October, 2019 at <https://www.bls.gov/oes/additional.htm>; U.S. Patent Office, U.S. State Patenting Breakout by Regional Component, Count of Utility Patent Grant, 2000 – 2015.*



REDC

REGIONAL ECONOMIC DEVELOPMENT COUNCILS

2019 AWARDS

A RECORD OF RESULTS. A FUTURE OF GROWTH.



PART FOUR

Regional Initiatives

Lt. Governor Kathy Hochul, on behalf of Governor Andrew M. Cuomo, announces the 2019 Annual Regional Economic Development Council Awards in Albany.

Regional Economic Development Councils

The REDCs engage communities in strategic collaboration to create economic growth across the state.

In 2011, Governor Cuomo established 10 Regional Economic Development Councils (REDCs) to develop long-term strategic plans for economic growth for their regions. The REDCs are made up of local experts and stakeholders from business, academia, local government, and non-governmental organizations. The REDCs redefined the way New York invests in jobs and economic growth by putting in place a community-based, bottom-up approach and establishing a competitive process for state resources. Each REDC develops strategies to identify and encourage applicants to apply for funding through the Consolidated Funding Application (CFA) to implement their strategies.

Priorities for the regions in 2019 (Round IX) included:

- Work with local businesses and communities to identify childcare needs and develop potential solutions
- Develop an economic and environmental justice strategy for the region
- Support community investment in placemaking and downtown revitalization
- Support the Workforce Development Initiative
- Tracking the progress of the strategic plan and CFA projects

In 2019, all 10 REDCs competed for designation as a “Top Performer.” The five Top Performers received

a share of \$100 million in additional Empire State Development grant funding to support priority projects, with the remaining five regions receiving a share of \$50 million. Additionally, regions are eligible for up to an additional \$75 million in Excelsior Jobs Program tax credits to help attract and grow businesses in the region.

During Round IX, the Strategic Implementation Assessment Team (SIAT), composed of state agency commissioners, received presentations on this year's proposals from the Regional Councils directly. The SIAT assessed the implementation of the regions' strategic plans as well as the progress being made by the REDC investments.

More than \$761 million in economic and community development funding was awarded through Round IX of the REDC initiative. In 2019, Top Performer Awardees were Central New York, Southern Tier, Mohawk Valley, Capital Region and Long Island.

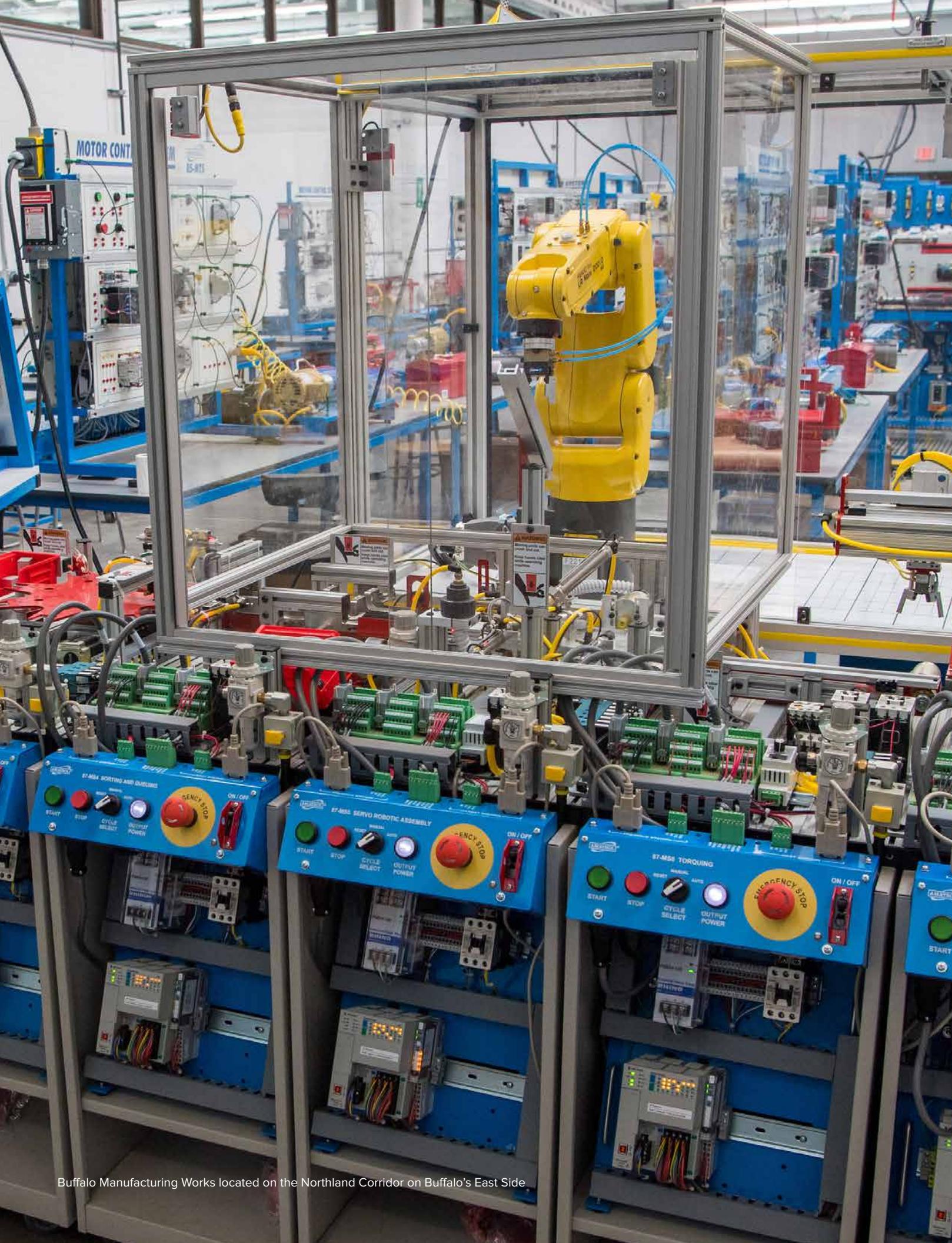
More than \$6.9 billion has been awarded to more than 8,300 projects that are projected to create and retain more than 240,000 jobs.

Since 2011, CFA projects funded by the Regional Economic Development Councils had a total leverage ratio of 5:1. REDCs across the state-funded projects leveraged more than \$18 billion in additional investment.

For more information go to:
<http://regionalcouncils.ny.gov>

After nine rounds of the
Regional Economic Development Council competition,
awards for the 10 regions included:

WESTERN NEW YORK REDC	\$620.4 million for 890 projects	NORTH COUNTRY REDC	\$682.2 million for 690 projects
FINGER LAKES REDC	\$721 million for 950 projects	CAPITAL REGION REDC	\$673 million for 933 projects
SOUTHERN TIER REDC	\$702.3 million for 764 projects	MID-HUDSON REDC	\$713.6 million for 914 projects
CENTRAL NEW YORK REDC	\$789.8 million for 801 projects	NEW YORK CITY REDC	\$615.9 million for 819 projects
MOHAWK VALLEY REDC	\$697.7 million for 721 projects	LONG ISLAND REDC	\$727 million for 885 projects



Buffalo Manufacturing Works located on the Northland Corridor on Buffalo's East Side

Buffalo Billion

Buffalo Billion investments continue to transform Western New York.

The Buffalo Billion is building the foundation for sustainable economic growth by advancing local strategies that directly align with New York State's core strategies for economic development—Placemaking, Workforce, Tradable Sectors and Innovation.

In recognition of the region's potential and bolstered by confidence in the WNY REDC's Strategic Plan, *A Strategy for Prosperity*, Governor Andrew M. Cuomo made a historic commitment to strategically invest \$1 billion in the Buffalo-area economy (Buffalo Billion) in January 2012.

The investment is aimed at creating new jobs, spurring large-scale private investment and increasing economic activity. The WNY REDC then developed the Buffalo Billion Investment Development Plan, a detailed market analysis and investment plan based on the strategic framework laid out in *A Strategy for Prosperity*. As part of the 2017-2018 state budget, the Governor and the State Legislature funded a second round of Buffalo Billion funding (Buffalo Billion Phase II), totaling \$500 million.

BUFFALO BILLION SIGNATURE INITIATIVES/HIGHLIGHTS TO DATE

PLACEMAKING

WNY's placemaking strategy is about smart growth—focusing investment near existing infrastructure to better connect people with jobs and creating vibrant neighborhoods and a revitalized waterfront to attract a talented workforce and spark innovative companies.

Through three rounds of the **Better Buffalo Fund**, ESD awarded \$27.7 million to 43 projects citywide that are revitalizing Buffalo's commercial districts and public transit corridors. Round 4 winners will be announced in early 2020. The revitalization of the **Northland Corridor**, anchored by the **Northland Workforce Training Center** and **Buffalo Manufacturing Works**,

brings together training and R&D to attract additional companies and expand employment opportunities on Buffalo's East Side. Reconstruction of Northland Avenue was completed in 2019 and design work and construction are underway on several additional properties. Through a unique public/private partnership, the **East Side Corridor Economic Development Fund**, announced in 2019, delivers capital and organizational support to transformational projects in targeted areas along four East Side commercial corridors. ESD and local foundation funds support small business improvements, historic preservation, home ownership and redevelopment training, as well as fundamental East Side anchors such as the **Michigan Street African American Heritage Corridor**, **MLK Park**, **Broadway Market**, and **Central Terminal**.

Building on the successful development of **Outer Harbor** Phase I (a comprehensive trail system, creation of **Buffalo Harbor State Park** and remediation of former industrial lands), final design for Phase II is underway to enhance access and facilitate greater public use of nearly 200 acres of land. Site enhancements are also underway and expected to be completed in 2020 at up to ten sites selected for the **Buffalo Blueway** project. This will create a network of access points to increase recreation and tourism activity along the region's greatest asset—its waterfront. The **Erie Street Waterfront Connection** will seek to improve connectivity between Buffalo's central business district and waterfront, enhance pedestrian and bicycle amenities, and expand greenspace. And, expanding Buffalo's premier waterfront destination, Canalside, to include the former **DL&W Terminal** will extend rail service and create new opportunities for commercial and recreational enterprises.

Beyond Buffalo, the redevelopment of the former **Bethlehem Steel** site continues to transform the 1,000-acre property in Lackawanna into a modern industrial park to attract new and growing companies.

In addition to the previous purchase and remediation of vacant brownfield lands and relocation of rail tracks, 2019 saw the opening of the newest section of the **Shoreline Trail** and construction began on the first-ever public road that allows improved access to the site. **Eight Smart Growth Community Fund** winners in all five WNY counties are implementing projects that utilize existing infrastructure to support placemaking, walkable communities and sustainable development. Completing environmental reviews and preliminary engineering for the **NFTA-Metro** rail extension will move the region one step closer to providing a seamless connection from downtown destinations and the central business district to large concentrations of employment and housing in Amherst and Tonawanda, as well as provide a connection with the University at Buffalo's North Campus.

WORKFORCE

WNY aspires to create the most flexible, inclusive and industry-driven workforce training and placement environment.

Since opening in 2018, the centerpiece of the Buffalo Billion's workforce development strategy, the **Northland Workforce Training Center** (NWTC), continues to grow its footprint (a 10,000-foot expansion was completed in July 2019), student body (202 new students began in the fall) and partnerships to close the employment skills gap and place workers in advanced manufacturing careers. Located in close proximity to Northland and acting as a natural pipeline for the NWTC, the **Burgard High School Advanced Manufacturing Program**, led by Alfred State College, is investing in the future of manufacturing. The second senior class graduated in spring 2019 and all students advanced to college. Beyond manufacturing, the **Workforce Development Challenge** (WDC) funded six projects in Phase 1 ensuring the region's workforce pipeline is being responsive to industry demand in fields like healthcare and renewable energy, while targeting underserved populations. A second round of the program launched in December 2019. In addition to training, WNY is focused on creating a **talent recruitment and retention program** to reverse WNY's labor pool decline and ensure that regional employers have access to the talent they need to quickly fill job openings and grow their businesses.

TRADABLE SECTORS

WNY developed investment strategies around three tradable sectors—**Advanced Manufacturing, Health & Life Sciences**, and **Tourism**—because of their strong, concentrated presence in the region; growing national trends; and their ability to serve large global markets with high growth potential.

At Buffalo's **High-Tech Innovation and Commercialization Hub** at Riverbend, the Tesla Gigafactory ramped up production in 2019 and expanded employment to 730. Planned hiring will continue through 2020.

The Buffalo Billion is fostering strategic partnerships with Buffalo Niagara Medical Campus institutions and industry partners to add high paying jobs to the life science sector while improving health outcomes through drug discovery, medical therapies and devices. The **Buffalo Institute for Genomics** (BIG) is advancing the development and application of advanced analytics, genomics, health data and informatics to improve healthcare outcomes and foster job growth. BIG is collaborating with five partner companies and is on track to meet its three-year goal of 70 new jobs. At **Athenex**, a global specialty oncology pharmaceutical company that focuses on next-generation cancer therapies, oncology products will be perfected and refined in Buffalo before being manufactured in the Dunkirk facility—currently under construction. **Albany Molecular Research Inc.** (AMRI) is helping companies and scientists take drug therapies from the lab to the clinical-trial stage. AMRI employs 58 people at its 47,000-square-foot facility.

In Niagara Falls, construction began on the \$49 million, **Parkway North** project, which includes the removal of a two-mile expressway segment and restoration of the **Niagara Gorge rim** with native vegetation and a comprehensive trail system. These projects will further connect people to the waterfront and allow expansion of public **outdoor recreational offerings** already underway and result in the largest addition of greenspace since the park was established. Building on the addition of new hotels and other public and private investment in Niagara Falls, the restoration of the historic **Hotel Niagara** and the **strategic acquisition and redevelopment of key underutilized properties** will unlock potential for economic growth not seen in decades. In Erie County, the completion of restoration efforts around **Frank Lloyd Wright's** two masterpieces in 2018-2019 capitalizes upon these significant tourism drivers for the region.

INNOVATION

WNY grows innovation through entrepreneurship—leveraging the region's research and industry strengths and building a stronger ecosystem to support startups.

43North, the most ambitious startup competition in the nation with \$5 million in annual awards, is generating new business ventures and attracting venture capital. 43North has named 52 winning startups, raising \$430 million in venture capital funding and creating 600+ jobs in the region.

One of the WNY REDC's biggest stories in 2019 was **Buffalo Manufacturing Works**' (BMW) move to its permanent home in the Northland Corridor. The expansion increases BMW's ability to add more capabilities, serve more members, host customers, and expand programs and partnerships, resulting in a hub for manufacturing innovation on Buffalo's East Side. Buffalo Manufacturing Works has initiated or completed more than 335 funded projects for 132 companies, representing nearly \$150 million in economic impact. Membership has grown to 45 companies across various industries and company sizes.

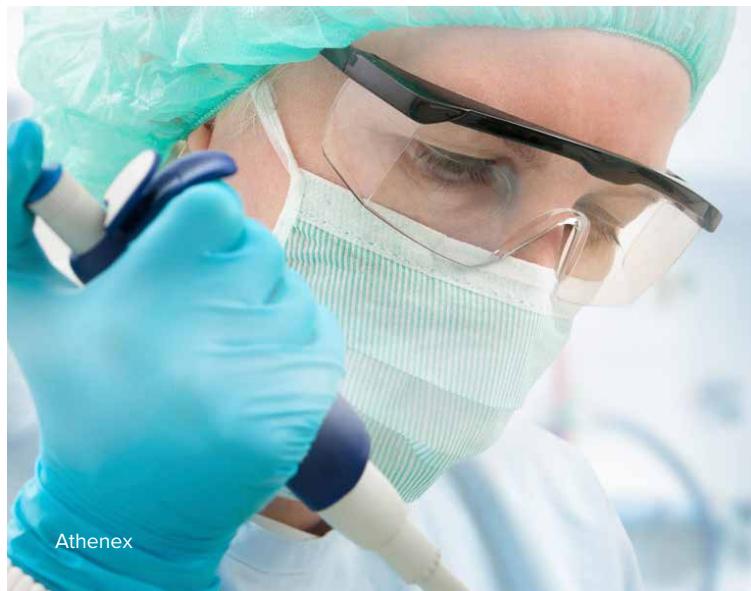
Launched in 2019, the University at Buffalo's (UB) **Innovation Hub** provides comprehensive support to accelerate the growth of life science and technology startups by moving innovations from UB and its affiliate partners from the lab and classroom to the market. The Innovation Hub brings together an investment fund, incubation and entrepreneur support space, and entrepreneur support programming to expand services for the region's entrepreneurial ecosystem.



Lakeside Bike Park at Buffalo's Outer Harbor (Joe Cascio/ECHDC)



43North Winner, 2019



Athenex

Buffalo Billion

Buffalo Billion investments continue to shape the growth of Western New York.

Regional economic development strategies continue to show positive signs for WNY's economy, with sustained growth in jobs, firms, wages and productivity since 2011. **WNY added more than 17,700 jobs, over 1,100 new firms and \$5.6 billion in total wages from 2011 to 2018.** Even after adjusting for inflation, the region saw growth in workers' average annual wages and in total wages.

Regional economic growth is driven by the **private sector.** Between 2011 and 2018, private employers hired an additional 20,000 workers. The private sector was responsible for the majority of the region's growth in firms, adding 935 employers since 2011. Pay gains were also driven by the private sector as private wages accounted for 81% of the increase in total wages paid since 2011, indicating the addition of higher-paying jobs.

Unemployment continues to decline as the number of workers actively seeking work fell by 26,600 from 2011 to 2018. The number of unemployed workers in WNY in 2018 is less than 30,500 individuals—the fewest number of unemployed workers in any year on record (since 1990).

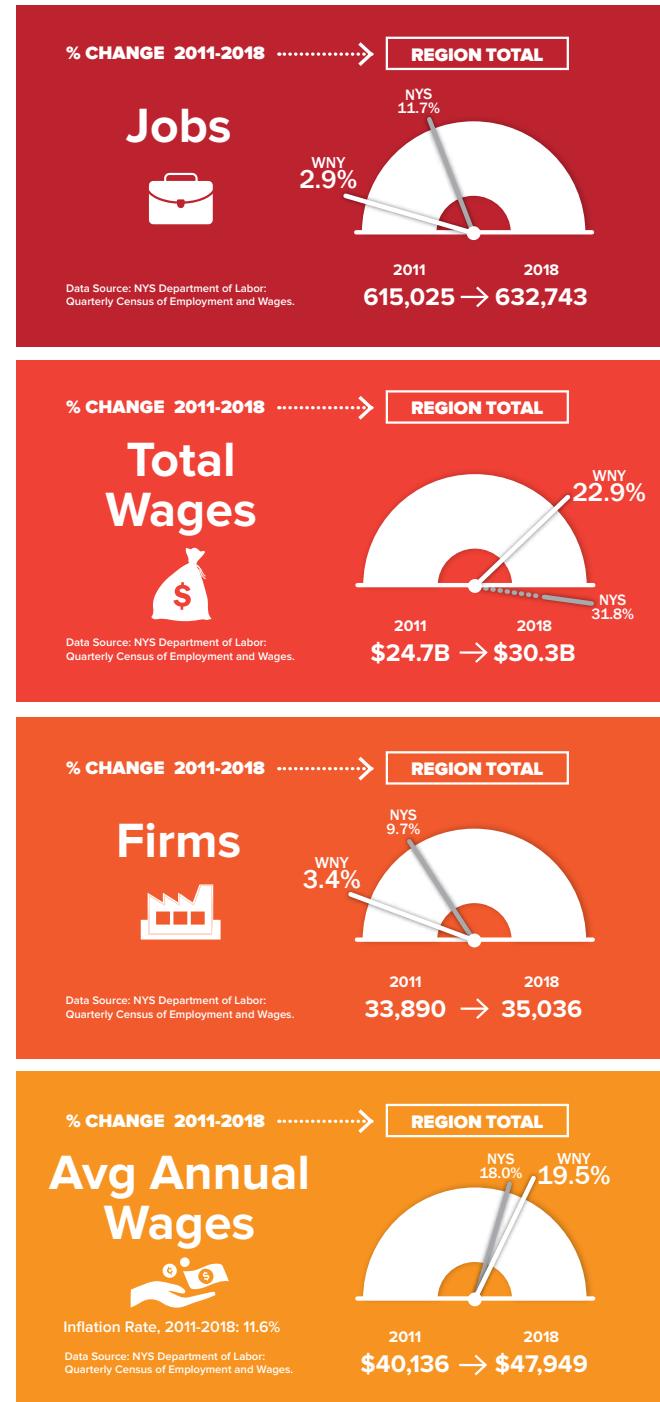
WNY's economic growth is also shown by the steady rise in industry output of the region's metropolitan core. **Gross product of the Buffalo Niagara metropolitan area expanded by nearly 19% from 2011 to 2017, reaching \$60 billion.**

Growing economic opportunities and quality of life investments in WNY have helped to attract young adults. The population of those between the ages of 20 and 34 increased by more than 14,000 between 2010 and 2017. Investments in tourism assets have spurred higher levels of visitation and visitor spending.

Visitor spending in WNY is on the rise, increasing 29% between 2011 and 2018. WNY continues to make headlines in 2019 with national and international media such as *The Wall Street Journal* and *CBS News* covering the region's economic transformation.

For more information go to: <https://buffalobillion.ny.gov/>

Data Sources: **Unemployment:** U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics. **Gross Metropolitan Product:** U.S. Bureau of Economic Analysis (GMP is in current dollars, not adjusted for inflation). **Young Adult Population:** U.S. Census: American Community Survey, 1-year estimates, 2017 (Allegany County 5-year estimates). **Estimated Visitor Spending:** Tourism Economics, Inc.



Notes: 2017 figures for jobs, firms, and wages represent preliminary data from the NYS Department of Labor, and are subject to change. All figures are rounded, percentage change is calculated using actual numbers.

Data Sources: **Jobs, Total Wages, Firms, and Average Annual Wages:** NYS Department of Labor, Quarterly Census of Employment and Wages. 2018 annual data is preliminary and subject to revision. Inflation rate calculated from the U.S. Bureau of Labor Statistics' Consumer Price Index for All Urban Consumers (CPI-U).

East Side Corridor Economic Development Fund



As part of Governor Andrew M. Cuomo's Buffalo Billion investment plan, \$65 million is dedicated to the revitalization of Buffalo's East Side through transformational capital investments in targeted areas along four East Side Commercial Corridors. Understanding the tremendous opportunity to leverage New York State's investment, private and philanthropic organizations created a pooled \$8 million fund to support operations, programs, capacity building, and community infrastructure associated with five of these capital initiatives.

Goals of the East Side Corridor Economic Development Fund:



Promote mixed use, walkable commercial corridors



Invest in regionally significant historical and natural assets



Expand opportunities for workforce connections



Support and grow new businesses and entrepreneurship



Fund projects that have strong community momentum



Build on transformational public/private investments





Governor Andrew M. Cuomo announced the completion of the state supported 50-mile unmanned traffic management drone corridor, which runs from Central New York to the Mohawk Valley. The first-in-the-nation corridor is the most advanced drone testing corridor in the nation.
(Office of Governor Andrew M. Cuomo)

Upstate Revitalization Initiative

URI projects continue to reshape the Central New York, Finger Lakes and Southern Tier regions.

The Upstate Revitalization Initiative (URI) is part of an overall strategy aimed at revitalizing the economy of Upstate New York. The URI combines the expertise and structure of the Regional Economic Development Councils and builds on the research, collaboration, and investment the regions have engaged in since 2011. The URI follows ESD's overarching economic development principles of placemaking, innovation, tradable sectors and workforce development.

Announced by Governor Cuomo in January 2015, the URI competition is backed by a \$1.7 billion commitment to restore economic opportunity to regions across Upstate New York. Seven regions (Mid-Hudson, Capital Region, Mohawk Valley, Central New York,

North Country, Southern Tier and Finger Lakes) were eligible to compete for one of three \$500 million prizes. Each of the seven URI regions submitted a plan in October 2015 that proposed a vision for their long-term revitalization. Plans included identifying existing assets, highlighting needs and recommending areas of opportunity for proposed investment. The **Central New York, Finger Lakes, and Southern Tier** regions were announced as winners of the URI in December 2015. Each winning region was awarded \$500 million in funding, allocated over five years. The four remaining regions received an additional \$50 million to fund priority projects and regional plans for growth.

CENTRAL NEW YORK

Alignment with strategies

Central New York aims to create communities that are welcoming, connected, and accommodating of the region's diverse residents, both new and current, as part of its **placemaking** strategy. To foster **innovation**, the region is boosting the connection between its research institutions, startup businesses and advanced manufacturers. In terms of **tradable sectors**, Central New York is capitalizing on its existing manufacturing strengths and assets, especially in precision sensing technologies and data analytics, growing the agribusiness market, and developing a modern transportation and logistics system. **Workforce** initiatives are focused on residents in urban areas, impoverished and disadvantaged residents, and veterans and their families, to ensure the region grows in a sustainable and inclusive manner.

URI project highlights

In October of 2019, Governor Cuomo announced **JMA Wireless** had committed to move the manufacturing of its 5G equipment from Texas to the historic Coyne Building in the southeast gateway to downtown Syracuse. The project will create 100 jobs—ranging from entry level to advanced engineering—in a distressed neighborhood adjacent to downtown. Over the last six years, JMA has invested more than \$100 million in the Syracuse area and employs over 500 locally. **\$5 million URI Award**.

To advance the targeted **Unmanned Aerial Systems (UAS)** industry in Central New York, URI funds were committed to develop the first-in-the nation, 50-mile **flight traffic management system** between Syracuse and Griffiss International Airport in Rome. The Governor announced completion of the corridor in November. The drone corridor supports the emerging uses of unmanned aircraft systems in key Central New York industries, including agriculture and forest management, transportation and logistics, media and film development, utilities and infrastructure, and public safety. **\$35 million URI Awards**.

Educational institutions, such as Syracuse University and Mohawk Valley Community College, have also aligned training curriculum and research efforts around the growing needs of this sector.

Currently underway is Round IV of the innovative **GENIUS NY** competition. The accelerator is one of the world's largest business competitions focused on unmanned aerial systems, cross-connected platforms and other technology-based sectors. In addition to \$3 million invested in five finalist companies, the year-long business accelerator mentors UAS entrepreneurs and early-stage businesses enticing next-generation entrepreneurs to establish roots in New York State. The accelerator, a groundbreaking competition, will be funded for a total of five rounds. **\$25 million URI Award**.

A URI award will also be used to fund an expansion project at the **Tech Garden** in Syracuse. The startup incubator housed in an existing one-story facility located at 235 Harrison St. will add a second and third floor over the existing roof, adding 46,000 square feet of flexible office space to house 100 resident-members plus 200 transient-members. The increased visibility and streetscape will be the anchor of Syracuse's City Center Innovation Hub and will serve as the gateway to the "Innovation Alley" on Warren Street in Syracuse. **\$12.5 million URI Award**.



Genius NY Award Winner



FINGER LAKES

Alignment with strategies

With a legacy of **innovation** and world-class universities, including research, commercialization and incubation facilities, the region is fostering the growth of new businesses and the expansion of existing enterprises. The Finger Lakes' **workforce** strategy focuses on reducing poverty and providing opportunities through targeted education and training efforts that directly link workers to employment opportunities. The region is investing in its **tradable sector** strengths including optics, photonics, and imaging; agriculture and food production; and next-generation manufacturing and technology. The region grounds its URI initiatives in a **placemaking** strategy that focuses investment on three hubs of innovation and initiatives in quality of life improvements for residents.

URI project highlights

In April of 2019, the Finger Lakes Regional Economic Development Council announced that the majority of the **URI funding has been apportioned**; \$498 million of the \$500 million has been committed to 102 projects. These commitments have been made within the first three years of the URI—ahead of the five-year schedule outlined in the 2015 FLREDC URI Plan.

The Finger Lakes region is dedicated to capitalizing on its rich history of innovation and is establishing itself as the optics, photonics and imaging capital of the world. In 2019, the Department of Defense-led **AIM Photonics** consortium, one of 14 Manufacturing USA Innovation

Institutes, opened its Test, Assembly and Packaging (TAP) Facility in Rochester. It is the primary hub for this public-private partnership comprised of industry-leading innovators, mentors and partners working to further develop the photonics integrated circuit industry. New York State's commitment is \$250 million. **\$207 million URI Award to date.**

Now in its third year, the innovative **Luminate NY** competition is focused on attracting and growing promising optics, photonics and imaging companies at the business accelerator administered by NextCorps and headquartered at the newly renovated Sibley Building in Downtown Rochester. Round II winners were announced in June. The top prize of \$1 million will be awarded in June 2020. **\$25 million URI Award.**

The **ROC the Riverway** initiative continues to take shape and will unlock the potential of Rochester's proximity to the Genesee River. First announced by the Governor in 2018 and in partnership with the City of Rochester, the waterfront is poised for rebirth as a vibrant attraction for commerce, recreation and tourism. Several ROC the Riverway projects, such as the city's first public Skate Park, broke ground for construction in October 2019 and are poised for completion in 2020. Others, like the Rochester Riverside Convention Center and Blue Cross Arena, are using ROC the Riverway funding and previous state investments to capitalize on much-needed infrastructure repairs while highlighting the vibrancy of the neighboring Genesee River. **\$50 million URI Award.**

First announced by the Governor in his 2019 State of the State address, the **Revitalize Rochester Fund** will be dedicated to projects that revitalize neighborhood commercial districts and encourage density and growth along transportation corridors; they will be administered by Empire State Development through the Rochester Economic Development Corporation. This rolling fund will focus on commercial corridors in low-to-moderate census tracts within the City of Rochester and will provide loans and grants for three specific programs: the Neighborhood Commercial Development Program, Urban Entrepreneurship Ecosystem Grant Program, and Worker Cooperative Business Loan Program. **\$10 million URI Award.**

SOUTHERN TIER

Alignment with strategies

Placemaking in the Southern Tier is focused on its vibrant urban cores, to improve perceptions of the region and attract private investment, new residents, innovation and entrepreneurship. The Southern Tier's priority to 'Build the Greater Binghamton Innovation Ecosystem' continues to support and develop startup firms, research facilities, academic institutions and organizations that emphasize creative ideas and technologies in line with the State's **innovation** strategy. Manufacturing is an important **tradable sector** for the Southern Tier. Manufacturing, especially in the Advanced Transportation Equipment Manufacturing cluster, offers some of the greatest potential for growth in terms of supply-chain, commercialization of technology for business expansion, employee recruitment, foreign investment and exports. The Southern Tier recognizes that a strong **workforce** is one of the key components of sustainability and growth in the region's manufacturing sector.

URI project highlights

This year saw the launch of the **Grow-NY competition**. Administrated by Cornell University through its Center for Regional Economic Advancement at its Ithaca campus in Tompkins County, the competition is focused on growing an enduring food and agriculture innovation cluster in New York's Finger Lakes, Central New York and Southern Tier regions. In September, 18 finalists were selected for Round One, and Geneva-based RealEats America was announced in November as the \$1 million winner. The competition, which will run for three rounds, will offer a total of \$3 million in funding for each round to innovative high-growth startups that are focused on the food and agriculture industry. Funding for the Grow-NY competition is being provided through the Upstate Revitalization Initiatives connected with the three regions—Southern Tier Soaring, Finger Lakes Forward, and CNY Rising. **\$15 million URI Award.**

76WEST – The 76West Clean Energy Competition began in 2016 as a four-year \$20 million competition and support program. Six additional winners were announced in September. Through the URI, Empire State Development has committed to extend the competition through 2023 offering \$10 million in awards

and \$10 million in business support. Applicants will again compete for \$2.5 million in total prizes each year, with a \$1 million grand prize and other awards. The NYS Energy Research and Development Authority (NYSERDA) will continue to administer 76West, working closely with the Southern Tier Regional Economic Development Council (REDC) and local partners in the region. **\$20 million URI Award.**

Schuyler County Business Park Ultra-Premium Wine Production & Distribution Facility – Schuyler County Partnership for Economic Development (SCOPED) constructed, and in the fall of 2019 officially opened, a state-of-the-art, ultra-premium beverage production and distribution facility in the Town of Dix, just outside Watkins Glen. The facility will allow area wine and craft brewery producers to expand their existing business by leasing space at the new center. **\$1 Million URI Award.**



76West Clean Energy 2019 Award Winners



Grow-NY 2019 Award Winners

Complete URI Project List from Program Inception

CENTRAL NEW YORK

Automodality — The Round One GENIUS NY winner will invest more than \$16.1 million to establish a permanent manufacturing solutions service center in Syracuse, Onondaga County. The center will target infrastructure inspections utilizing unmanned aerial vehicles. *\$500,000 URI Award.*

Central New York Community Foundation Inc. — The Central New York Community Foundation Inc. will invest \$30 million to fully endow the Syracuse College Promise “Say Yes Syracuse” scholarship fund that will perpetually guarantee a path to college for every student graduating from the Syracuse City School District (SCSD), regardless of income. As a component of the Alliance for Economic Inclusion, the Syracuse College Promise is a key strategy of the CNY REDC URI plan. Creation of a sustainable funding source for college attainment will support the CNY REDC’s efforts to build a more inclusive economy that offers greater economic prosperity for all, and will simultaneously build a talented and broadly diverse workforce needed to attract and support meaningful business development. *\$20 million URI Award.*

City of Auburn — URI investment will help to complete the advanced design documents and construction of a new 10,000-square-foot Equal Rights Heritage Center in downtown Auburn, Cayuga County. *\$10 million URI Award.*

Community Memorial Hospital Inc. — Community Memorial Hospital will invest approximately \$6 million to renovate and expand the size of its emergency department in the Village of Hamilton, Madison County, from 1,916 to 3,935 square feet. The existing space is outdated and not in compliance with current hospital standards. As a result of the improvements, the hospital will increase the number of patients treated, requiring the addition of six new employees. *\$500,000 URI Award.*

Cortland Plastics International LLC — Cortland Plastics International, LLC (a custom blow molding company) purchased, renovated, and equipped a 40,000-square-foot building adjacent to its existing 55,000-square-foot manufacturing facility in Cortland, Cortland County, expanding the capacity of its three-shift operation to accommodate future growth. The \$1.3 million project will add 11 jobs to the company’s existing workforce of 55. *\$250,000 URI Award.*

Crouse Health Hospital Inc. dba Crouse Hospital — Crouse Health Hospital Inc., located in Syracuse, Onondaga County, will invest approximately \$17 million to expand and relocate its Chemical Dependency Treatment Services (CDTS) program from its existing 34,260-square-foot facility to approximately 45,000 square feet at a nearby location to be determined. The project, which includes renovations and equipment upgrades, will add 18 positions to the CDTS’s current workforce of 74. *\$950,000 URI Award.*

Earned Visibility Inc. (Terakeet LLC) — Earned Visibility Inc., which provides internet search engine optimization and software development for a wide range of customers, will invest approximately \$3 million to renovate and equip approximately 45,000 square feet of leased space at a location to be determined in the City of Syracuse, Onondaga County. Earned Visibility currently leases 23,525 square feet in Downtown Syracuse, collectively located at 316 South Clinton St., 318 South Clinton St., and 333 West Washington St. Terakeet LLC, a wholly-owned subsidiary of Earned Visibility, is the direct employer of the 150 employees who will relocate from the existing Syracuse locations to the new space. The project is expected to create an additional 200 jobs. *\$600,000 URI Award.*

Fort Schuyler Management Company — In partnership with SUNY Poly, Fort Schuyler Management Company acquired real property, purchased, designed, constructed and equipped an 82,500-square-foot, state-of-the-art facility located at the Central New York Hub for Emerging Nano Industries in Dewitt. NexGen will establish its power electronic semiconductor devices manufacturing, business, and other related operations at the new facility. The total project cost is \$105 million and will lead to the creation of 290 new jobs within seven years of project completion. *\$70 million URI Award.*

400 West Division Street LLC — 400 West Division Street LLC will invest an estimated \$8 million to construct a new 41,000-square-foot mixed use building in the City of Syracuse, Onondaga County. The building will utilize the first two floors for commercial space and add a third story for a residential component. *\$1 million URI Award.*

Giovanni Food Co. Inc. — Giovanni will purchase a state-of-the-art facility in Lysander, Onondaga County and consolidate their four locations into one. The new 168,000-square-foot facility is located at the Radisson Corporate Park. The total project cost is \$8.5 million. *\$700,000 URI Award.*

Greater Syracuse Soundstage — Greater Syracuse Soundstage Corp. will invest approximately \$1.7 million to support the film industry in Central NY. The project will include \$1.5 million in capital improvements including production and post-production construction services; purchasing and installing furniture, fixtures and equipment; and purchasing vehicles to support the CNY Arts Feature Film Fund and Short Film Competition initiatives. The project will also include \$200,000 in working capital to fund soundstage operations. *\$1.7 million URI Award.*

Green Empire Farms — Green Empire Farms, Inc. will purchase nearly 200 acres and will construct in two phases two controlled environmental agriculture greenhouses in the City of Oneida and Village of Wampsville in Madison County. Over a course of three years, the controlled environmental agriculture greenhouses, totaling 64 acres under glass, will be constructed, and machinery and equipment will be purchased. The project will create 118 net new jobs over five years. Project costs are expected to total \$70 million. *\$2.6 million URI Award.*

Gryphon Sensors — The company has developed a state-of-the-art mobile Unmanned Traffic Management system, called Mobile Skylight, which provides three-dimensional detection of low-flying, small, UAS at a distance of up to 10 kilometers. The unit is a complete mobile command center featuring 4x4 off-road capability that can be taken anywhere without a commercial driver’s license and offers rapid deployment for a wide range of applications. *\$5.1 million URI Award.*

Hill-Rom Holdings — A global leader in medical technology opened its new Welch Allyn facility in Skaneateles Falls in May of 2018, where it has manufactured medical devices since 1915. The company committed to creating more than 100 new jobs while retaining nearly 900 existing positions in Central New York. *\$6 million URI Award.*

Housing Visions Consultants Inc. (previously D. Yaman Properties LLC) — Housing Visions Consultants Inc. will invest approximately \$12.7 million to acquire and redevelop the building at 165-177 Main Street in Cortland, Cortland County, into a mixed-use facility. The building is 144,000 square feet, and the project will create a minimum of 45,000 square feet of commercial space with the remainder being residential space. *\$250,000 URI Award.*

Innovation Group of CNY Arts LLC — The project, created to grow the film industry in Central NY, includes the CNY Arts Short Film Competition 2018, in partnership with Syracuse University and SUNY Oswego, and the creation and operation of a \$4.5 million equity fund that will be used to incentivize filmmakers to produce motion pictures in Central NY. The remaining portion is working capital. *\$4.8 million URI Award.*

Inns of Aurora LLC — The Inns of Aurora LLC will invest approximately \$15.5 million to upgrade and expand its hospitality operations in the Village of Aurora, Cayuga County. Project activities include new construction, renovation, and equipment for a spa, an event center, and a support facility for all the Inns of Aurora LLC’s properties. The project is expected to add 55 jobs to the existing workforce of 135. *\$1.5 million URI Award.*

Lake Ontario Water Park Inc. — Lake Ontario Water Park will invest an estimated \$5.2 million to create a 10,000-square-foot Water Park that will be located in Oswego, Oswego County. The Water Park will enhance the Waterfront Revitalization initiatives and serve as a tourism attraction. The project will create 18 jobs. *\$400,000 URI Award.*

McNeil Development Company LLC — McNeil Development Co. LLC will renovate and equip adjacent existing properties in the City of Cortland, Cortland County at a cost of approximately \$7.3 million. The project will create an office campus totaling 65,000 square feet that will be leased to insurance agency McNeil & Co. Insurance. A small portion of the building may remain vacant and be available for lease for other commercial purposes. *\$1 million URI Award.*

Morse Manufacturing Company Inc. — Morse Manufacturing Company Inc. will be relocating from its current location in East Syracuse to a 115,000-square-foot facility in Syracuse, Onondaga County. The project will include building acquisition, renovation, relocation costs, and new machinery and equipment. The project will retain 34 jobs and cost an estimated *\$4.5 million. \$500,000 URI Award.*

900 East Fayette Group LLC — 900 East Fayette Group LLC will invest approximately \$8 million to return the long-vacant and historic Sylvester Building, located on East Fayette Street in Syracuse, Onondaga County, to productive use. Development will include renovation of the existing structure and construction of an addition, transforming the building into a mixed-use building with 13,900 square feet of commercial space for six tenants and 42 apartments. The project will spur economic activity in an inner-city neighborhood that currently has few businesses or residents. *\$250,000 URI Award.*

Onondaga County — Onondaga County will pave a parking lot at the NYS Fairgrounds and add an on-ramp to Route 690. *\$20 million URI Award.*

Onondaga County — Onondaga County will invest \$13 million to assist the NYS Department of Agriculture and Markets in the planning, design, and construction of a 133,000-square-foot Exposition Building on the NYS Fairgrounds. This will allow the fairgrounds to accommodate larger conventions and other events, and will help make the fairgrounds a year-round economic driver. *\$13 million URI Award.*

Oswego County Industrial Development Agency — The Oswego County IDA will invest an estimated \$6 million to renovate a former downtown 43,000-square-foot grocery store into a world-class, mixed-use, START-UP NY eligible incubator. The new facility will contain 29,000 square feet of flexible incubator space and will feature business development and entrepreneurial services, mentoring from partner institutions and businesses, makerspace operated by SUNY Oswego for R&D and prototyping, small business advisers, and loan and investment advisers. *\$900,000 URI Award.*

Park Avenue Lantern Corporation (Syracuse Business Center Inc.) — Park Avenue Lantern Corporation invested \$24 million to redevelop the former R.E. Dietz factory near downtown Syracuse into apartments and commercial space. The project includes 92 residential units on the upper three floors of the four-story building and approximately 37,500 square feet of commercial/office space on the first floor. *\$900,000 URI Award.*

Prima Terra Properties LLC — Prima Terra invested \$14.2 million to develop the Crossroads Project in Liverpool, Onondaga County, to include construction of a new 124-room Hampton Inn and Suites hotel, together with development of four out-parcels for lease to new, national tenants with uses complementary to the hotel. The project includes parking and infrastructure improvements. The Hampton Inn will create 29 full-time permanent jobs, replacing some of those lost due to the closing and demolition of a 50-year-old Ramada Inn formerly located on the site. New tenants are expected to create as many as 100 additional jobs. *\$1 million URI Award.*

Saab Defense and Security USA — With a focus on precision sensing as a major area of future growth potential in Central New York, Saab, a multinational military defense and civil security company, is investing \$55 million to relocate the North American headquarters of Saab Defense and Security USA to East Syracuse in Onondaga County, adding to its existing local workforce of more than 450 employees in Central New York. *\$10 million URI Award.*

State Tower Building LLC — The single-purpose real estate entity, formed by Pioneer Companies, began a \$32 million project in March 2016 to purchase and redevelop the 21-story, 211,000-square-foot State Tower Building in the City of Syracuse, Onondaga County, for mixed-use commercial/residential occupancy. Empire State Development will assist with URI funding to complete improvements on floors 1-8 for future commercial and retail use, as well as shared interior and exterior improvements. *\$3 million URI Award.*

Sunoco Inc. — Sunoco will renovate and equip a portion of its facility into a 30-metric-ton-per-week grain malting facility to be located in the City of Fulton. The facility would supply a significant percentage of the malt requirements for New York State farm breweries. The total project costs are \$14.8 million. *\$700,000 URI Award.*

Syracuse Lighting Company LLC — Syracuse Lighting Company LLC, a new entity formed by real estate developers, The Woodbine Group, will invest \$6.8 million to complete a mixed-use renovation of the historic former Syracuse Lighting Company headquarters in the City of Syracuse downtown Franklin Square neighborhood. The interior space will be retrofitted to accommodate a craft brew house, restaurant, retail space and tasting area, as well as office space and apartments. The company will create 38 jobs. *\$800,000 URI Award.*

Syracuse University's National Veterans Resource Complex (NVRC) — The first-of-its-kind 112,000-square-foot facility will anchor the University's Institute for Veterans and Military Families (IVMF) as well as an array of other university, governmental and not-for-profit organizations that will provide programs, training, events and initiatives to advance social, educational, and economic conditions for America's veterans and military families. The NVRC, located on the corner of Waverly and South Crouse Avenues, is scheduled to open in January 2020. *\$14.5 million URI Award.*

Syracuse 727 LLC — The principals of BLVD Equities LLC formed Syracuse 727 LLC to invest approximately \$45 million to demolish and reconstruct the Campus Plaza block at 723-727 South Crouse Ave. in Syracuse's Collegetown into 19,000 square feet of retail space and 145,000 square feet for 168 apartments. *\$800,000 URI Award.*

The Alliance for Economic Inclusion — Anti-Poverty Initiative is busy funding anti-poverty efforts in low-income communities that create career pathways, grow jobs, create tools and incentives for educational attainment, and build wealth and next-generation community leadership. Twenty-two projects have received funding. *\$30 million URI Award.*

The Kimberly at Grant Boulevard Inc. — The Kimberly at Grant Boulevard Inc. will invest \$23.2 million to adaptively reuse two structures at the Sisters of Saint Francis complex on the City of Syracuse North Side. The St. Anthony Convent and Franciscan Center will be renovated into a 68,600-square-foot shared office, incubator, and commercial space at an estimated cost of a little more than \$9.8 million. The Jolenta Convent will be renovated into an assisted living residence at an estimated cost of \$13.3 million. *\$1 million URI Award.*

Visiting Nurse Association of Central New York Inc. — Visiting Nurse Association of Central New York Inc., located in Syracuse, Onondaga County, will expand access to its Centralized Continuing Care Call Center as the point of entry for all home- and community-based services and long-term care programs. The project involves renovations to portions of the building interior, as well as acquisition and demolition of an adjacent property to provide additional parking. The approximately \$6.3 million project will add 30 jobs to the existing workforce of 284. *\$900,000 URI Award.*

URI Funding under \$250,000 was provided for the following:

- Ascension Gaming Network Inc.
- Gear Motions, Nixon Gear Division
- JPW Structural Contracting Inc.
- Lake View Manufacturing LLC, dba Aurora Shoe Company
- Near West Side Initiative Inc.
- Town of DeWitt
- Tony Baird Electronics Inc.
- Whitlock Partners Ltd.

FINGER LAKES

AIM Photonics — One of 14 Manufacturing USA Innovation Institutes, the Test, Packaging and Assembly (TAP) facility opened at Eastman Business Park in Rochester. The facility will serve as the primary hub for this public-private partnership comprised of industry-leading innovators, mentors and partners working to further develop the photonics integrated circuit industry. *\$207 million URI Award.*

American Packaging Corporation — The company had considered constructing a new manufacturing plant near its facilities in Iowa, but instead chose New York State and the Town of Chili for their 215,000-square-foot manufacturing plant. *\$7.7 million URI Award.*

Boys and Girls Club of Rochester — This undertaking included the renovation of the existing facility and the construction of an addition to accommodate expanded youth programming. *\$300,000 URI Award.*

Bristol Mountain New Ski Resort Inn and Lodge — This project included the construction of a new inn at the base of mountain ski slopes to accommodate guests year-round. *\$300,000 URI Award.*

Canandaigua Lakefront Redevelopment Project Final Phases — The Pinnacle North project is located on Canandaigua Lake and involved significant site/infrastructure investments to accommodate the new construction of residential, commercial and open space. *\$2 million URI Award.*

Catholic Family Center Mentors for Success Pilot — This adult mentoring program connects participants to social supports and sees them through transitioning to self-sufficiency in high poverty neighborhoods in the City of Rochester. *\$1.5 million URI Award.*

Childcare Expansion-Monroe County — This 18-month demonstration expansion of childcare subsidies for 300 families is focused on the Rochester-Monroe Anti-Poverty Initiative neighborhoods in the City of Rochester. Funding will be administered by the Office of Child & Family Services via Monroe County. *\$1 million URI Award.*

CityGate Erie Canal Public Venue — Additional new construction development focused on the Public Venue alongside the Erie Canal at CityGate in Rochester. *\$2 million URI Award.*

Clearwater Organic Farms LLC — The company will build a 15-acre, 650,000-square-foot facility at Eastman Business Park to produce fresh, locally grown, organic baby leaf greens year-round. *\$4 million URI Award.*

Danisco/DuPont EBP Expansion — The project expands the advanced chemical facility in Eastman Business Park by 25,000 square feet to include bulk storage silos, storage tanks, and a new connection to the EBP industrial sewer system. *\$1.5 million URI Award.*

Datto Downtown Rochester Expansion — Datto (a START-UP NY company) has renovated three floors of the Metropolitan building in downtown Rochester to create their new location. *\$2.1 million URI Award.*

Early Childhood Pilot Program-United Way — The project funds support a two-year expansion of proven Home Visitation and Summer Learning programs, and child care and home visiting services for children and caregivers in the City of Rochester pilot neighborhoods targeted by the Rochester-Monroe Anti-Poverty Initiative, including the East Main, Mustard & Atlantic Avenue; Beechwood; and Marketview Heights neighborhoods. *\$1.8 million URI Award.*

Eastman School of Music Messinger Hall Renovation — The project features the renovation of Messinger Hall for new teaching studios, classrooms, administrative offices and a waiting area for parents at the Eastman School of Music. *\$500,000 URI Award.*

Energy Storage Ecosystem Resources-Safety Testing and Cylindrical Cell Prototyping — The effort includes the renovation of existing facilities in the Eastman Business Park, purchase of equipment to perform safety testing and certification of batteries, and purchase of equipment for flat pack battery prototyping at RIT. *\$2 million URI Award.*

The Finger Lakes Forward Venture Capital Fund — This is a targeted investment fund that will be managed by Excell Technology Ventures to provide opportunities for startup companies. The fund will focus on early-venture stage capital investments in high-tech industries such as advanced manufacturing; life and material sciences; optics, photonics & imaging (OPI); and others. As of October of 2019, the fund had invested in six companies including: Cypherworx, Diligence Labs, EkoStinger, Graphenix, Karma Culture and Real Eats. *\$25 million URI Award.*

Foodlink Food Commercial Kitchen Expansion — This project included the expansion of Foodlink's kitchen facility into a regional food production, processing and culinary workforce development center. *\$250,000 URI Award.*

LiDestri Foods — LiDestri Food and Drink is partnering with Crop's N.V. of Belgium in Rochester. With support from New York State, the successful companies will form a new company that will manufacture

GENESEE VALLEY

Genesee Valley Agri-Business Park Infrastructure — Extension of infrastructure in the Genesee Valley Agri-Business Park, including water lines, sewer lines and a sewer pump station. *\$500,000 URI Award.*

Greenidge Gas Conversion Project — The project calls for the renovation of an existing power plant in Dresden, in Yates County, that will allow the plant to burn 100% natural gas. *\$2 million URI Award.*

Hickey Freeman — Luxury Men's Apparel Group, parent company of world-renowned clothier Hickey Freeman, committed to stabilizing operations and improving efficiencies and creating jobs at the historic factory on North Clinton Avenue the City of Rochester—a neighborhood affected by poverty. *\$4 million URI convertible loan.*

Hillside Work-Scholarship Connection — Expansion of the Hillside Work-Scholarship Connection program targeting those impacted by poverty in the City of Rochester neighborhoods of EMMA and Beachwood. The Hillside Work-Scholarship Connection program provides a path for at-risk youth to overcome poverty and succeed academically. *\$540,000 URI Award.*

HP Hood — The company purchased (and is renovating) the idle former Pepsi Muller Quaker Dairy plant in Batavia to produce aseptic extended shelf life (ESL) dairy beverages. They will also construct a 100,000-square-foot refrigerated warehouse. 230 new jobs will be created. *\$2 million URI Award.*

IEC Electronics — The company will invest more than \$20 million to relocate and construct a new state-of-the-art manufacturing facility in Newark, Wayne County, at the Silver Hill Technology Park. IEC plans to move to, and begin operations at the new facility in early 2020. *\$2 million URI Award.*

Kodak Alaris Rochester Relocation — The URI award facilitated the relocation of Kodak Alaris from Eastman Business Park to a 250,000-square-foot facility in the Rochester Tech Park (RTP). *\$2 million URI Award.*

Kodak/NY-BEST Battery Cell Assembly Pilot Plant at Eastman Business Park — The project included the buildup of equipment purchased from Corning to expand the NY-BEST energy storage ecosystem to allow assembly of battery cells at Bldg. 308 in EBP. *\$1.2 million URI Award.*

LiDestri Foods — LiDestri Food and Drink is partnering with Crop's N.V. of Belgium in Rochester. With support from New York State, the successful companies will form a new company that will manufacture

ready-to-eat-meals at a new 65,000-square-foot facility at Eastman Business Park. In addition to the construction of the new facility, the \$51.3 million project will also include the addition of manufacturing lines, a rail extension and utility upgrades. *\$4 million URI Award.*

LiveTiles — Software development enterprise, LiveTiles, has selected the City of Rochester's Downtown Innovation Zone (over North Carolina and other locations in the Eastern United States) to establish its North American Intelligent User Experience (IUX) Hub. *\$3.5 million URI Award.*

Marquart Bros LLC New Production Facility — The company will construct a 19,600-square-foot potato chip production and packaging facility. The facility will use locally grown New York produce to make the potato chips. *\$900,000 URI Award.*

Monroe Community College Forward Center at EBP — Establishment of a workforce development center at Eastman Business Park. Renovation of the 2nd floor of Building 12 in EBP to create a STEM training center. The purpose of the Center is to improve diversification in workforce development programs to bridge the gap between employer needs and workforce skills in the new economy. *\$5.4 million URI Award.*

OFD Foods LLC — The Oregon-based freeze-drying manufacturer will establish a facility in the town of Henrietta. They will construct a new 50,000-square-foot building and purchase machinery equipment, creating 30 jobs. OFD will purchase the property and has plans for a phase II expansion of an additional 50,000 square feet in five years. *\$400,000 URI Award.*

ON Semiconductor EBP Expansion — The company is expanding manufacturing capabilities at Eastman Business Park in Rochester. They had considered moving operations out of NYS, but decided to expand thanks to a *\$4.3 million URI Award.*

Optimax Systems — Optics manufacturer Optimax Systems Inc., located in Wayne County, is expanding its operations to include a 60,000-square-foot addition at its existing facility. The expansion project is expected to be completed in 2024. *\$700,000 URI Award.*

Paychex Rochester Expansion — Consolidation of several Paychex facilities in the Rochester area into a new campus, on Calkins Road in Henrietta, will create at least 625 new jobs over the next five years to support continued market expansion in online services and products. *\$2.5 million URI Award.*

RealEats — Meal delivery company RealEats is expanding operations in the City of Geneva, Ontario County. RealEats sources, produces and ships fully cooked, vacuum-packed meals from the Geneva location, and delivers locally sourced, calorie-controlled, chef-cooked meals directly to homes. RealEats selected New York, and specifically the City of Geneva, for its expansion because of its central location in the world-renowned Finger Lakes agricultural region. *\$500,000 URI Award.*

RIT REMADE Clean Energy NNMI — RIT is leading a national consortium applying to the federal DOD for the Clean Energy Manufacturing Innovation Institute (CEMII). *\$20 million URI Award.*

Rochester Data Science Consortium — Located on the University of Rochester campus, the consortium is expected to leverage more than \$285 million in federal research funds and private investment. Harris Corporation's Space and Intelligence Systems division is the first partner in the effort. The project also included the construction of a brand new 60,000-square-foot building that will house the new consortium, which will be part of the University of Rochester's Goergen Institute for Data Science. *\$20 million URI Award.*

Rochester Precision Optics — Optics manufacturer Rochester Precision Optics (RPO) will expand its headquarters in the Town of Henrietta, Monroe County. The company's growth will accommodate two new projects: the relocation of an infrared research and development company from Florida, acquired by RPO in May 2018, and the addition of 20,000 square feet at the facility to increase production across the company's plastics, glass, coating, diamond turning and IT divisions. *\$1 million URI Award.*

Rochester Riverside Convention Center Renovation — This project facilitated upgrades to the Convention Center, including interior renovations, equipment/systems replacements, and ADA signage and safety improvements. *\$1.5 million URI Award.*

Seneca County Sewer 318 — Extension of public sewers along the NYS Route 318 Corridor, from Grand Hall Road in the Town of Junius to the intersection of NYS Route 414 in the Town of Tyre. *\$1.5 million URI Award.*

Seneca Park Zoo Master Plan Improvements Phase 1a — The project included the construction and creation of new habitats and facilities at the zoo. *\$1.5 million URI Award.*

The Strong National Museum of Play — A \$60 million expansion project is underway in Rochester's East End, on the site of the former inner loop. URI funding will help attract new and returning visitors to one of the Finger Lakes' top tourist attractions. *\$20 million URI Award.*

Sibley Building Phase II — This phase of the Sibley Building redevelopment will include a mix of market-rate residential, Class A office, retail and parking uses. *\$3.5 million URI Award.*

Unither Corp. Production Expansion — The project includes the renovation of Unither U.S. Corp.'s manufacturing facility in the Town of Henrietta and purchase of equipment to accommodate new production and packaging lines. *\$1 million URI Award.*

WNY Cheese Enterprise — Dairy Farmers of America are leading a partnership, which constructed a new 30,000-square-foot cheese production facility in Pavilion, NY. The facility is designed to manufacture 40-pound blocks of cheese that will be transported to outside locations. *\$1.3 million URI Award.*

URI Funding under \$250,000 was provided for the following:

- Advanced Battery Assembly Plant at Eastman Business Park
- Additive Manufacturing Center at RIT
- Edison Career and Technology High School
- Keuka Business Park Building Acquisition
- Keuka College Center For Business Analytics and Health Information
- Modernization of MCC Applied Technologies Center
- New York Photonics Freeform Optics Profiler
- NOHMs Technologies Electrolyte Manufacturing Equipment Purchase
- Regional Veterans Service Center
- Rochester Chase Tower Access Improvements
- University Preparatory School Career and Technical Education Center
- Zweigel's Expansion in Rochester

SOUTHERN TIER

Alstom Transportation Inc. — Expansion and modernization of operations, including the purchase and installation of new machinery to manufacture Next Generation high-speed trainsets. *\$30 million URI Award.*

Anchor Glass Container Corporation — Anchor Glass manufactures glass bottles for the food, beverage and beer industries. In order to remain competitive, Anchor Glass Container Corporation will re-brick a furnace and modernize equipment. *\$2 million URI Award.*

ANSCO Camera Factory Mixed-Use Development — This mixed-use development project in Binghamton, Broome County, will see the former factory repurposed into 100 market-rate lofts and will feature 85,000 square feet of commercial space. The \$22 million historic rehabilitation will serve as the anchor development for the First Ward District in the City of Binghamton, connecting the central business district, Westside and Southern Tier Health Sciences and Innovation Park in Johnson City. *\$2 million URI Award.*

Arnot Ogden Medical Center — Arnot Ogden Medical Center (AOMC) will expand their Emergency Department (ED) to meet an increase in patient volumes if St. Joseph's Hospital ED closes to consolidate services. AOMC, located in the City of Elmira in Chemung County, will transform the way patients utilize AOMC ED services and facilitate patient engagement with the goal of better care, better health outcomes and lower costs. *\$1.5 million URI Award.*

Binghamton University Health Sciences and Technology Innovation Park — Binghamton University Foundation will renovate a historic, six-story building, part of the Southern Tier Health Sciences Innovation Park, to house BU's Decker School of Nursing. The Health Sciences and Technology Innovation Park brings together Binghamton University (BU), SUNY Broome, Wilson Memorial and Lourdes hospitals to deliver a multi-pronged healthcare workforce education. The Park also includes a new School of Pharmacy and Pharmaceutical Sciences, a research center for private sector business development, and will support pharmaceutical and healthcare product development. *\$51 million URI Awards.*

Binghamton University NextFlex — Binghamton University will work with founding members within the Flex Tech Alliance to develop, manufacture and transfer advancements in the field of flexible electronics to the commercial market. The U.S. Department of Defense chose the Flex Tech Alliance, of which Binghamton University is a partner, as America's first Innovation Institute for Flexible Hybrid Electronics Manufacturing. The partnership supports the Southern Tier as an industry leader in flexible electronics. *\$20 million URI Award.*

Binghamton Urban Renewal Agency — The Binghamton Urban Renewal Agency will undertake the development of a vacant lot into a mixed-use parking, residential, and retail/commercial facility in Binghamton's central business and historic district. The project addresses the city's growing demand for downtown living as well as the immediate parking shortage. The project will be instrumental in reviving blighted property, attracting consumers, stimulating the economy, and catalyzing additional mixed-use development. *\$3 million URI Award.*

Cameron Manufacturing & Design — Cameron Manufacturing & Design will purchase an additional facility to allow for the consolidation of two offsite locations (currently leased), provide additional room for expected growth over the next five years, and create production efficiencies by co-locating large project-build areas. *\$1 million URI Award.*

City of Ithaca — The City of Ithaca will relocate a fire station and partner with a private developer to redevelop this site into a mixed-use commercial/residential structure. The fire station is located in a major commercial hub on extremely valuable real estate, and the current structure requires significant repairs to keep the building operational. The investment will restore this prime real estate to the property tax roll and decrease capital costs to the City of Ithaca of maintaining the building. *\$1 million URI Award.*

Corelle Brands — Corelle Brands is undergoing a \$50 million modernization project at its manufacturing facility in Corning, Steuben County. The project will transform the facility, historically known as the Pressware Plant, into a new "Factory of the Future" by renovating two production tanks (furnaces), activating a third tank and putting new products on the market for the company's flagship Corelle® brand. *\$4 million URI Award.*

Corning Health Education Complex — Corning Community College Development Foundation (and partners) propose to advance the redevelopment of a former Corning, NY hospital site and create a center for healthy living and health-based education in Corning's urban core. The Foundation is seeking support for the workforce development complex, which will provide state-of-the-art nursing and healthcare occupation training. The complex will also include an 85-unit market rate residential development. *\$6 million URI Award.*

Corning — Production has begun at the Corning Innovation Support Center in Irving, which houses operations and manufacturing for its new product line, Corning Valor Glass—the highest-quality pharmaceutical packaging product produced globally. *\$6 million URI Award.*

Cornell University — Cornell University will create a partnership between the Cornell High Energy Synchrotron Source (CHESS) and Southern Tier companies, transforming the region into an international provider of advanced synchrotron technology. Upgrades to CHESS will include optimizing the accelerator that powers CHESS and upgrading the x-ray beamlines and experimental stations. CHESS will transfer technologies and provide development support to Southern Tier companies who will sell the products to global customers. *\$15 million URI Award.*

DICK'S Sporting Goods — DICK'S Sporting Goods continues to grow its operations in the region. In 2018, the company opened its Northeast distribution hub in Broome County, serving more than 200 retail locations and creating significant private investment. The nation's leading omni-channel sporting goods retailer also announced it will construct the Company's first-ever in-house eCommerce fulfillment center at the Conklin site. *\$5.2 million URI Awards.*

Finger Lakes ReUse Inc. — Finger Lakes ReUse (ReUse) in Ithaca, NY currently operates in a single-story building on 2+ acres. ReUse will construct two additional buildings on the existing property, creating additional retail, program, office, and material processing space, and allowing ReUse to expand its operations and programming. *\$500,000 URI Award.*

Greater Binghamton Fund Round 2 — The Greater Binghamton Fund, launched in 2017, supports 32 projects that encourage high-density development and growth in three designated urban cores or iDistricts, helping to revitalize neighborhood commercial districts and reverse urban outmigration in Binghamton, Johnson City and Endicott. *\$20 million URI Award.*

Imperium3 New York — A consortium of businesses, spearheaded by three Southern Tier companies, has established R&D and production operations of lithium ion batteries at the former IBM Huron Campus in Endicott, in Broome County, utilizing innovative technology introduced at the Center of Excellence at SUNY Binghamton. *\$4 million URI Award.*

Incodem3D — Incodem3D has identified that the aerospace industry has a high market potential for metal printed parts. Incodem3D plans to assist customers in taking printed metal products from prototype to full-scale production by supporting material characterization of metal powders, design and development assistance, testing parts across machines, foreign object debris removal, and verification of parts requiring x-ray and CT scans. *\$400,000 URI Award.*

Masserson Roxbury Hotel — Masserson Holdings will purchase a 7-acre property 2.2 miles down the road from The Roxbury Hotel's current location. They will undertake the renovation of an 1850s mansion as well as the construction of a new tourist attraction and lodging facility. *\$3.2 million URI Award.*

National Pipe & Plastics Inc. — National Pipe & Plastics (NPP) will move its company headquarters from Vestal, NY to Endicott, NY, adjacent to its new manufacturing and shipping facility. This will allow the company to operate more efficiently and have space for future growth. The current Endicott site is a 5-story industrial building and the NPP will demolish the existing building, perform environmental remediation, and construct a new office building, parking lots, and park/green space. *\$800,000 URI Award.*

Regan Development Corporation — Regan Development Corporation will acquire, substantially rehabilitate and convert two long-vacant multi-story industrial buildings in Johnson City, NY into 104 residential rental units and a multi-level restaurant/café with unique common garden/green space. The former industrial shoe complex is located directly across the street from the Binghamton Pharmacy School, one block away from UHS Hospital, and less than two miles from Binghamton University. *\$1.4 million URI Award.*

TC IDA — The Tioga County IDA (IDA) will extend infrastructure along State Route 434 in Tioga County to create shovel-ready sites in order to promote economic development. There are prime sites along Route 434 that are ideal for manufacturing, tourism, and multi-purpose and multi-use developments, but lack proper infrastructure. The IDA proposes two focus areas: developing a water system for an IDA-owned 36-acre site, and infrastructure development for a privately-owned 50-acre site in the Town of Owego. *\$350,000 URI Award.*

The Research Foundation for SUNY - Binghamton University — The SUNY Research Foundation will purchase and install a dry-room at the new Center of Excellence at Binghamton University. The dry-room will be available for academic and industrial/commercial researchers to build and test systems in energy storage technology, allowing for the rapid development of products in the energy and transportation markets. Without this essential capability, industry researchers would have to travel outside of the Southern Tier to have access to a dry room. *\$600,000 URI Award.*

Tioga County Industrial Development Agency — A heavy media plant will be constructed in Tioga Industrial Park in Owego, NY. Upstate Shredding/Weitsman Recycling will reclaim shredded mixed metals from its existing scrap recycling and processing operations, which today cannot be processed and are typically discarded. By expanding the company's existing operations, the resulting heavy media plant will allow for further refinement of scrap metal for international sale. *\$930,000 URI Award.*

Town of Nichols — The Town of Nichols demolished and removed their outdated wastewater treatment plant and associated freshwater pumps, and constructed a new facility that can handle up to 233,000 gallons per day, and pumps to process 300 gallons per minute in order to accommodate the new Crown Holdings \$130 million manufacturing plant. *\$1.8 million URI Award.*

Town of Urbana — The Town of Urbana will undertake the first phase of an initiative in the Hammondsport-Urbana Waterfront Master Plan that will transform and enhance the Keuka Lake waterfront by investing in tourism infrastructure at Champlin Beach. In order to attract a private tour-boat operator, the Town will build a new pier, delineate parking spaces, pave surface parking, and provide lighting improvements. *\$410,000 URI Award.*

TTA Transitair — TTA Transitair located in Hornell, NY will expand its facility and invest in company training to keep projects in-house, as opposed to outsourcing. Their investment will expand their existing facility to accommodate a wheel-press shop; the purchase of a wheel press & tooling, axle lathe & tooling, wheel lathe & tooling, axle straightener, sandblast booth and crane; and associated training & engineering. The investment will retain and create new jobs. *\$300,000 URI Award.*

Unison Industries LLC — Unison Industries, a subsidiary of General Electric, will expand their sensor product line in support of the aviation industry at their Norwich (Chenango County) facility through investments in manpower, capital plant and equipment of their manufacturing operation, as well as engineering R&D. *\$4.2 million URI Award.*

URI Funding under \$250,000 was provided for the following:

- Block Bindings & Interlinings Ltd.
- Buckingham Manufacturing Company
- Chicone Cabinetmakers
- Envision Elmira LLC
- Hopshire Brewery LLC
- Ithaca Beer Company Inc.
- Loco Development LLC



Aerial view of Albany

Downtown Revitalization Initiative

Creating vibrant city centers across the state as places to live, work and thrive

New York State's Downtown Revitalization Initiative—the DRI—invests in downtowns that are ripe for revitalization and have the potential to become magnets for redevelopment, business, job creation, greater economic and housing diversity, and opportunity. ESD partners with the Department of State and Homes and Community Renewal on this initiative.

The DRI is a comprehensive approach to boosting local economies by transforming communities into vibrant neighborhoods where the next generation of New Yorkers will want to live, work and raise a family.

In the first three rounds of the DRI, which launched in 2016, \$10 million went to each downtown—selected by the Regional Economic Development Councils (REDCs) in each of the state's 10 regions—with the most successful visions of remaking their urban centers. A fourth round launched in April 2019.

2019 HIGHLIGHTS

ROUND FOUR DRI-WINNING COMMUNITIES WERE ANNOUNCED

- Capital Region – Schenectady
- Central New York – Fulton
- Finger Lakes – Seneca Falls
- Long Island – Baldwin
- Mid-Hudson – Peekskill
- Mohawk Valley – Utica
- New York City – Staten Island
- North Country – Potsdam
- Southern Tier – Hornell
- Western New York – Niagara Falls Bridge District

ROUND THREE WINNING PROJECTS WERE ANNOUNCED

CAPITAL REGION — Albany



Albany's Clinton Square neighborhood, rich in arts, history and culture, is poised to become a thriving gateway connecting downtown and the Warehouse District, with enhanced and improved streetscapes and new development that includes affordable housing, residential and artists' exhibition spaces and local Death Wish Coffee Company's first standalone café.

CENTRAL NEW YORK — Auburn



Auburn will reclaim its rich cultural and artistic heritage, building on existing downtown historic assets with restoration of a historic theater and museum spaces; revamping a strip mall for a public safety building; creating modern facilities for culinary arts, addiction and health care services; and creating a unified arts campus.

FINGER LAKES — Penn Yan



Planned Penn Yan projects will capitalize on the village as a food and craft beverage industry hub and on the area's natural beauty—transforming empty and underused spaces into restaurants, a bakery, mixed-use developments, and housing; revitalizing historic buildings, including a theater, hotels and inns; improving waterfront spaces; and expanding a parks and trails network.

LONG ISLAND — Central Islip



Winning DRI projects will leverage access to the Long Island Railroad and continue the transit-oriented development that will make Central Islip a hub for the community, with infrastructure and pedestrian improvements, redevelopment of a former train station, and building rehab and improvements to create additional commercial and residential opportunities.

ROUND THREE WINNING PROJECTS WERE ANNOUNCED

MID-HUDSON — New Rochelle



New Rochelle will leverage DRI investments to better connect its residential areas to cultural and commercial resources, with planned projects that will improve traffic circulation, repurpose a stretch of highway as a public space for recreation, create a new theater and education center, and encourage new neighborhood-scale development and affordable housing.

MOHAWK VALLEY — Amsterdam



Amsterdam will create more waterfront access and amenities including a new creekside trail, dock, boat lifts and storage facilities—plus other improvements including new dog- and skateboard-parks, community recreation centers, an expanded and renovated library, and transformation of the historic former Key Bank building into a mixed-use development.

NEW YORK CITY — Brooklyn



Downtown Brooklyn's emergence as a cultural, economic and entertainment center will continue through DRI projects to improve streetscapes, transform the Walt Whitman library into a community hub, create a digital tech space within a community center, upgrade public park and play spaces, and offer new opportunities for artists and cultural organizations to expand their reach.

NORTH COUNTRY — Saranac Lake



DRI projects will build on public-private investments and create more year-round amenities in downtown Saranac Lake, including a more walkable community core, addition of the village's first brewery—and, all from the rehabilitation of old buildings: a new children's museum, a new entrepreneurial business center, a new home for Pendragon Theatre, and a new history museum.

ROUND THREE WINNING PROJECTS WERE ANNOUNCED

SOUTHERN TIER — Owego



This riverfront community will further build jobs and community through DRI projects that enhance Owego's waterfront, recreational, and cultural amenities—with updates to the city's art center, library and museums—and add to the village's business growth with multi-site upgrades to buildings for housing and commercial uses, creation of an industrial employment hub, and necessary upgrades to infrastructure.

WESTERN NEW YORK — Lockport



DRI investments will unlock downtown Lockport's full potential with projects that will create a livable, walkable and sustainable community through: improvements to the historic Spalding Mill Building and rehabilitation of other historic and landmark sites, including the post office and vacant Farmers & Mechanics building, to add space for restaurants or mixed-use development; completing the Palace Theatre's restoration; and fully implementing an entrepreneurial business hub.

DRI PROJECTS FROM ROUNDS ONE AND TWO ADVANCED AND BEGAN IMPLEMENTATION IN 2019

During 2019, DRI announcements about project progress and completion from Rounds One and Two included the following:

New York City — Bronx: In October, Bronx Kreate opened an artistmaker hub, renovating existing manufacturing space in the South Bronx as individual and shared studio spaces, a gallery, and a cafe.

New York City — Jamaica: In December, construction began on the Greater Jamaica Development Corporation's Downtown Jamaica Co-working and Training Facility, which will accommodate up to 80 entrepreneurs, support an estimated 255 jobs, and further build the area as a major economic hub.

Southern Tier — Elmira: In September, Governor Cuomo announced the official opening of West Water Street, Elmira's centerpiece DRI effort: a 65,000-square-foot, mixed-use development that includes commercial, retail, and market-rate housing.

Western New York — Jamestown: In March, Governor Cuomo announced the opening of a new, \$21.5 million full-service Hilton DoubleTree Hotel, supporting area attractions including the new National Comedy Center and the Reg Lenna Center for the Arts, which has also been renovated.



For more information go to: <https://www.ny.gov/dri>

PART FIVE

Our Programs and Divisions

The expansion of the Jacob K. Javits Convention Center in New York City, expected to be complete in 2021, saw tremendous progress in 2019—this rendering highlights the facility's new glass atrium, which will serve as a grand entrance to the center.





Broadband

Connecting all New Yorkers to the 21st Century Economy

In today's economy, broadband is no longer a luxury; it is a necessity. Broadband, or high-speed internet access, represents a critical foundation for economic growth, job creation and a better way of life. Just four years ago, approximately 2.42 million locations—representing 30 percent of all New Yorkers—lacked access to broadband. This gap was most acute in the eight Upstate regions, where 65 percent of New Yorkers lacked access.

In 2015, recognizing that universal broadband deployment increases economic and social opportunities, Governor Cuomo created the nation's largest and most ambitious state investment in broadband—announcing a commitment of \$500 million in capital for the New NY Broadband Program. New York State has since secured upgrades for virtually all locations without broadband, achieving the Program's goal of statewide access.

Since its launch, the Program has awarded three rounds of state grant funding, driving \$721.9 million in public/private broadband investment throughout New York State. Nearly 90 percent of all Program funding was awarded to projects that address unserved* areas of the state, and the remainder was awarded to upgrade underserved** areas.

After implementation of Program awards and additional State-secured commitments, 99.9 percent of New Yorkers will have access to high-speed broadband—with almost 99 percent at speeds of 100 Megabits per second (Mbps) or greater and the remainder at speeds of 25 Mbps.

*Denotes an area where fastest available download speeds are less than 25 Mbps.

**Denotes an area where fastest available download speeds are between 25-99 Mbps.

KEY ELEMENTS OF THE PROGRAM:

- Statewide access to broadband at download speeds of 100 Mbps or greater, and 25 Mbps in the most rural and remote areas of the state
- Public/private sector partnerships with a required co-investment
- Funding allocated through a reverse auction methodology based on lowest state investment per-location-served
- Priority to projects addressing unserved areas
- Grant recipients must offer a broadband service tier for no more than \$60 per month

2019 HIGHLIGHTS

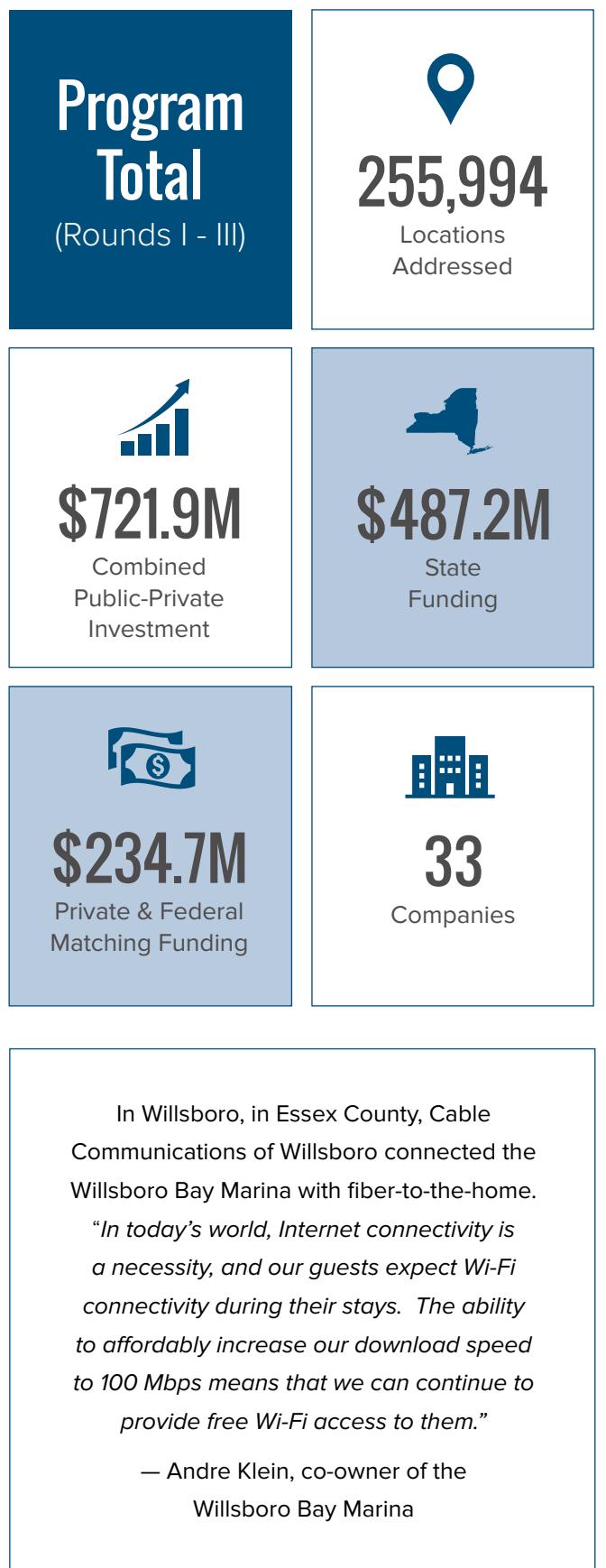
New NY Broadband Program awardee companies are connecting unserved locations to high-speed broadband across the state. This will impact communities such as Lexington, in Delaware County, where MTC Cable is installing fiber-to-the-home throughout the town. Espresso Pictures, a small film production company, was forced to relocate to Kingston from Lexington in order to access the necessary broadband speeds for video editing. Now, with fiber on its way to the western Catskills, the company is moving back to Lexington.

Additionally, certain projects awarded through Round III of the New NY Broadband Program are leveraging New York's partnership with the FCC to provide up to \$170 million in federal funding to expand broadband access in unserved areas of the state through the Connect America Fund (CAF). This partnership was first announced by the Governor in 2017. In August, ESD announced the FCC's authorization of over \$55.4 million in federal CAF funding. The funding, which matches previously announced Round III awards to eight providers, will support the deployment of fiber-based broadband access to over 23,000 unserved homes and businesses across all eight Upstate Regions.

In September, Governor Cuomo announced the launch of an Upstate Cellular Coverage Task Force to address gaps in cell service in rural and remote areas. The group—including industry experts, community leaders, government officials, environmental representatives and other stakeholders—will evaluate and develop recommendations and solutions.

For more information go to:
<https://nysbroadband.ny.gov/>

PROGRAM AWARDS BREAKDOWN BY THE NUMBERS





Global New York

New York State's resource for international trade and foreign direct investment

Global NY connects New York State businesses to the world, works closely with foreign companies looking to invest in New York, and creates jobs and economic opportunity through exports and foreign direct investment (FDI).

With representatives around the world and programs offering export funding and assistance, Global NY helps New York businesses enter or expand their presence in the global marketplace. Global NY programs connect these companies with sales agents and distributors abroad and offset the costs of exporting with grants and loans.

Global NY is committed to helping businesses sell their products and services in growing markets including Canada, China, Europe, India, Israel, Mexico, Europe, South Africa and South America. Through economic development trade missions, Global NY creates and reinforces first-hand connections and partnerships for New York businesses.

2019 HIGHLIGHTS

Export Marketing Assistance Service (EMAS)

This no-cost service helps qualified New York State small and medium-sized businesses explore selected international markets to find sales agents, distributors and local market intelligence.

- In FY 2018-2019, 118 EMAS reports were provided to New York State companies by Global NY's foreign offices.

State Trade Expansion Program (STEP)

In September 2019, the State of New York was awarded \$700,000 by the U.S. Small Business Administration (SBA) for the STEP program, which assists small businesses seeking to export or increase their current exports.

- In 2019, 185 applications were submitted by New York State companies for STEP.
- In 2019, Global NY led 21 companies on trade missions to Mexico, Israel, and China.
- Trade activities funded through STEP 6 (September 2017-October 2019), led to more than \$9 million in direct sales for New York State small businesses and 93 new jobs created.

Global NY Grant Fund Program

The Global NY Grant Fund is a working capital grant program designed to promote exports by small and medium sized NYS businesses by lowering financial barriers to participate in trade shows, adaptation of products to meet regulatory requirements in foreign markets, customization of products for foreign markets including design and language translation, as well as export education to build knowledge of the international market.

- In FY 2018-2019, Global NY received 36 applications, of which 24 were approved and awarded a total of \$531,211.



Global NY Loan Fund Program

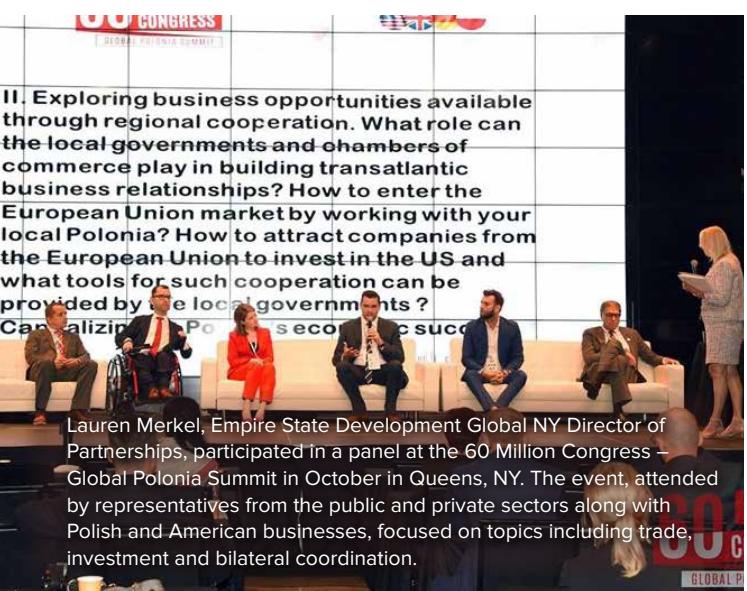
The Global NY Loan Fund provides financing for NYS small businesses to create or expand direct exports, or to serve as suppliers to larger exporters. Loans are available to purchase equipment, inventory, working capital to support foreign accounts receivable, export lines or credit, or long-term financing.

Foreign Direct Investment (FDI)

In collaboration with Global NY, ESD's Strategic Business Division (SBD) showcased New York's FDI opportunities to audiences at the world-class 2019 Paris International Air Show and on a three-city road show in Italy. In June, SBD also joined the annual Select USA Investment Summit in Washington, D.C. and highlighted New York State's international credentials at the BIO Show in Philadelphia.

Israel Economic Development Roundtable

Global NY, in partnership with Governor Cuomo's office, organized an economic development roundtable in Israel in June for more than 100 attendees with expertise in unmanned aerial systems (UAS), transportation, life science and cybersecurity sectors. Participants discussed opportunities for innovative partnerships, growth and investment in New York State.



GLOBAL NY SUCCESS STORIES

Mechanical Rubber

Mechanical Rubber located in Warwick, NY, is a solutions-based custom rubber and plastics manufacturer and fabricator. In 2019, the company used the STEP program to participate in a trade mission to Israel with Global NY and also used the EMAS program for a report on the Israeli market.

"Global NY has opened doors we weren't even looking at. With encouragement from their team, I was able to travel on an ESD-led Israel Trade Mission using a STEP Grant.

My company now has three partners for projects ...[that] will significantly increase our business and could potentially triple our workforce over the next four to five years."

— Cedric Glasper, Mechanical Rubber

Oxair Ltd.

Oxair Ltd., located in Niagara Falls, NY, manufactures and distributes high-purity oxygen systems, cylinder filling plants and oxygen generators for medical, industrial and military applications. In 2019, the company participated in a Global NY-led trade mission to Medtec China through the STEP program. It also accessed information on the Chinese market through Global NY's EMAS program.

"As a direct result of the last two years of support by Global NY, Oxair has a new distributor in South Africa with the potential to be a supplier of oxygen generating plants for 54 major hospitals under construction in Botswana, Zambia and Tanzania. Inroads have also been made in the Chinese market by adding two distributors as well as a significant sales contract in nearby Vietnam.

Thanks to the support of Global NY, that our sales volume should reach \$2 million in 2020."

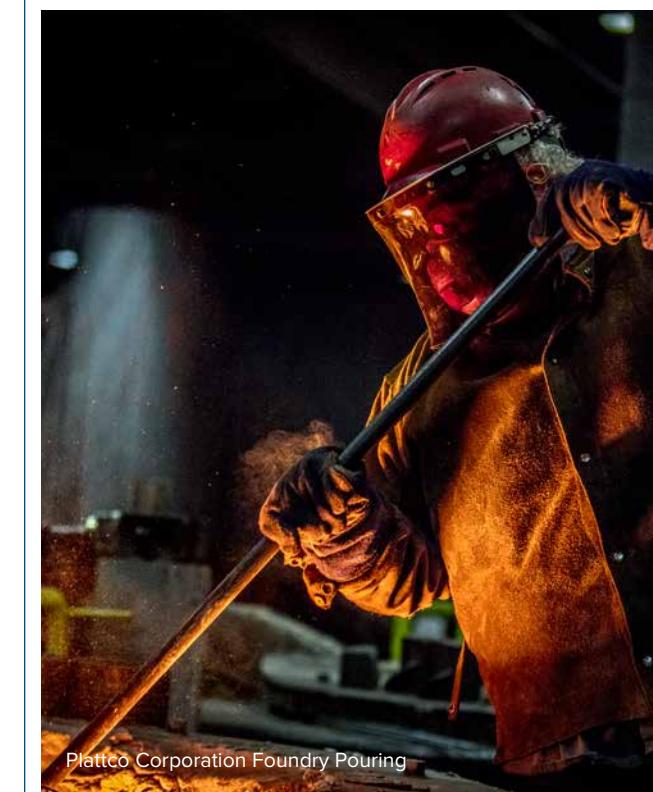
— Flavio Zeni, Oxair Ltd.

Plattco Corporation

Plattco Corporation, based in Plattsburgh, NY, is an industrial valve manufacturer that specializes in supplying airlock valves, slide gates and custom solutions for bulk, dry material handling needs. In 2019, the company received a grant through the Global NY Grant Fund Program to participate in three trade shows to Canada, Mexico and St. Louis, Missouri. The grant also allowed the company to complete an international sales training and supported an international marketing campaign.

"The Global NY Grant allowed Plattco to participate and exhibit in three international trade shows we wouldn't have otherwise have been able to fund. As a result of these trade shows we were able to meet, vet and sign three partner agreements with representatives in foreign countries, promoting and selling our NYS brand in the global marketplace."

— Danielle E. Howard-Ross, Plattco Corporation





Governor's Office of Motion Picture and Television Development

Supporting and strengthening a thriving industry

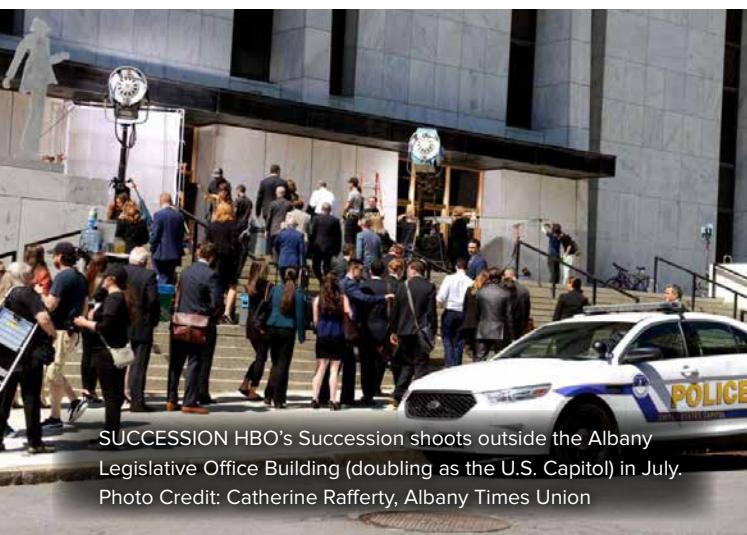
New York's Film Tax Credit Program is responsible for significant economic impact, attracting film and television production and post-production that supports local small businesses and communities while creating hundreds of thousands of well-paying jobs across New York State each year.

The New York State Governor's Office of Motion Picture and Television Development (MPTV) actively promotes and publicizes ESD's film and television production and post-production tax incentives for qualified expenditures in New York State. Since Governor Cuomo took office, the tax credit program has received 2,280 applications (production and post-production combined) representing \$28.2 billion in NY spend and 1.6 million hires.

The production incentive, funded at \$420 million per year, generates continued growth in multi-year television, and feature film productions, which has led to investments in industry production infrastructure.

2019 HIGHLIGHTS

- Through the end of November, the New York State Film Tax Credit production program received 188 applications representing \$4.7 billion in NY spend and 248,477 hires.
- Seventy-three TV series applied to the program, projecting \$3.9 billion in NY spend and over 189,600 hires.
- The New York State Film Tax Credit post-production program received 92 applications representing \$209 million in NY spend and over 1,471 direct hires.
- Productions invest \$4.50 in the NYS economy for every \$1 in tax credits issued.
- On April 18, Governor Cuomo announced that Netflix will be expanding its presence in New York City with 125 executive positions in Manhattan, and 100,000 square feet of new corporate office space and six soundstages in Brooklyn, bringing hundreds of jobs and up to \$100 million in investments to the state.



- In July, Governor Cuomo announced the first-in-the-nation Empire State Entertainment Diversity Job Training Development Fund. Productions participating in the tax credit program will see a small reduction in their tax credits that will be put into a fund for job training and workforce development across the entertainment industry. The fund will ensure that the jobs related to the growth of New York's entertainment industry are filled by New Yorkers who are representative of the diverse nature of New York State. The fund was passed as part of an end-of-session comprehensive capital spending bill and will initially provide \$1.05 million per year.
- In December, the Motion Picture Association and the Ghetto Film School partnered with ESD to present the third New York State Multicultural Creativity Summit at Viacom's New York offices. At this event, ESD, Bronx Community College and

IATSE Local 52 announced that the first cohort of the Film Production Training Program had begun, with an anticipated graduation in spring 2020.

Statewide Impact

- Of the 188 applications submitted to the Production program, 77 (41%) applied to shoot outside New York City. Of these, 53 scheduled 10 or more shoot days, totaling 1,057 days with an estimated \$288 million of qualified spend outside NYC.
- Thirty-three productions applied for the Upstate labor credit, projected to spend \$97.6 million on Upstate labor.
- With the help of the MPTV office, productions continued to work in partnership with agencies across state government. For example, Warner Media worked with MTA-NYC Transit for its feature *Joker*, using eight different subway stations for various scenes. HBO's *Succession* cast the Albany Legislative Office Building as a U.S. Senate Office in Washington, D.C., working with the Office of General Services and NYS Senate and local officials.

Regional Highlights:

- Central New York:** Producer/Director Jeremy Garelick's former high school-turned-film studio outside Syracuse, American High Productions, has produced six features in Syracuse using local crew, including *Big Time Adolescence*, which was picked up for distribution by Hulu after premiering at the Sundance Film Festival in January. American High has entered in a multi-picture deal with Hulu and is completing production on *The Binge*, starring Vince Vaughn. Eight feature films have applied this year to shoot in Central New York, representing an estimated \$22 million in qualified spend outside NYC and over 3,100 hires.
- Long Island:** Long Island was the site of 21 projects generating \$896 million in spend and over 40,000 hires including *Dickinson*, starring Hailee Steinfeld and Jane Krakowski, an Apple+ production; Amazon's *The Hunt* and *The Marvelous Mrs. Maisel*; Showtime's *Ray Donovan*, *City On A Hill*, and *Billions*; and HBO's *The Deuce* and *The Plot Against America*.
- Mid-Hudson:** The Mid-Hudson region saw significant production activity this year, including hosting an entire series, *I Know This Much Is True*, for HBO. The show, based at Umbra Stages in

Newburgh and on locations across the river in Poughkeepsie, shot over 85 days on location. The region saw 40 film and television projects representing \$1 billion in spend and over 57,700 hires.

- Western New York:** Western New York landed its largest project ever, Paramount Pictures' *A Quiet Place 2*. The production was expected to hire more than 400 people in the area and invest more than \$10 million into the regional economy. All told, eight projects representing \$70 million in spend and over 1,400 hires occurred in WNY.

Soundstage Growth and Development:

- There are now 116 designated Qualified Production Facilities (QPF) statewide containing more than 350 soundstages, compared to 11 QPFs with 61 stages in 2005.
- Fifteen new facilities were designated as QPFs; seven of those are outside NYC including Central New York, Mid-Hudson, Long Island and the Finger Lakes.
- Construction began on six new soundstages in Brooklyn for Netflix, with a target opening of Sept. 1, 2020.
- Queens-based York Studios is slated to complete construction on five new stages in the Bronx in the fourth quarter of 2019.

Ongoing Initiatives:

- Twenty-one seminars, panels and roundtables were held in 2019 with filmmakers, crew, vendors, support services, regional film commissioners and other stakeholders across the state.
- In partnership with NBCUniversal and the Tribeca Film Institute, MPTV hosted the fourth PITCHNY™ event in November. Over the past four years, more than 150 students or recent graduates from over 30 schools have connected with 100+ industry professionals for panel discussions and one-on-one pitch mentoring.
- New York State's Film Good/Do Good program, the first and only state government-organized community giveback program tailored specifically to the film and television industry, expanded by partnering with New York Cares to coordinate participating volunteers. Through November, 150 volunteers have participated in over 35 events helping hundreds of New Yorkers.

For more information go to:

<https://esd.ny.gov/industries/tv-and-film>



THE IRISHMAN Martin Scorsese directs Robert De Niro and Joe Pesci in a scene from The Irishman.
Photo Credit: Niko Tavernise. Copyright 2019, Netflix US, LLC. All rights reserved.



Infrastructure and Real Estate Development

Smart investments to build New York State's future

2019 HIGHLIGHTS

Moynihan Train Hall:

- More than 50,000 people use the new West End Concourse, completed during Phase I of the project, daily.
- 90% of passengers surveyed said the new concourse made their commute more convenient.
- 89% of passengers surveyed rated the new concourse as “excellent.”
- Site mobilization for Moynihan Train Hall includes 1,000 unionized construction workers and 150 field staff daily.
- Abatement, demolition, and structural steel installation have been completed.
- The Moynihan Train Hall Project continues to be on schedule for substantial completion in December 2020 and remains on budget.

Jacob K. Javits Convention Center Expansion:

- Building superstructures are essentially complete for the 8-story steel exposition hall and 4-story concrete truck marshalling facility.
- Exterior installations and interior fit-outs are underway.
- A new 3-story transformer building is electrified and is powering the existing Javits Center; installation of emergency generator back-up power has begun.

New York State's nation-leading \$150 billion investment in infrastructure is crucial to building the state of the future. ESD's Real Estate Development and Planning Department oversees the planning and implementation of real estate-driven economic development projects and initiatives throughout the state, including major infrastructure projects.

ESD is advancing major projects at airports, and rail and transportation hubs across the state. New York's infrastructure vision includes revitalizing New York City's Pennsylvania Station and transforming the historic James A. Farley Post Office into the 255,000-square-foot **Moynihan Train Hall**, a 21st-century world-class transportation hub. The Farley Building redevelopment will create a new Train Hall for Amtrak and Long Island Rail Road passengers along with 700,000 square feet of new commercial, retail and dining space. The Train Hall will provide a direct connection to the Eighth Avenue subway lines and create a welcoming entrance to Hudson Yards and Manhattan's Far West Side.

2019 also saw tremendous progress on the \$1.5 billion expansion of the **Jacob K. Javits Convention Center**, which is expected to generate \$393 million in new annual economic activity, reduce traffic congestion, and increase operations efficiency to allow for new and expanded events. The project is expected to create 3,100 construction jobs and an additional 4,000 full-time and 2,000 part-time jobs upon completion in 2021.

ESD continues work on other transformative plans, including the redevelopment of surplus parking lots at Long Island's **Belmont Park** into the new home of the New York Islanders, along with a hotel and retail village, and community and open space.

Rendering of Belmont Park Redevelopment Project in Nassau County

Belmont Park Redevelopment:

- In September 2019, Governor Cuomo broke ground on the new 19,000-seat arena at Belmont Park that will serve as the new home of the New York Islanders. The \$1.3 billion project, which comprises the arena, 350,000 square feet of innovative experiential retail and a 250-room hotel, is expected to create 10,000 construction jobs and over 3,000 permanent jobs.
 - The project is projected to generate \$725 million in annual economic output, over \$40 million in new annual fiscal revenue to Nassau County, New York State, the Town of Hempstead and the MTA, and \$272 million in PILOT payments to local schools and the Elmont Fire District over the 49-year term of the lease.
 - A new Elmont Long Island Rail Road station will be built at the project site and will be funded through an innovative public-private partnership. It will be the first new full-time LIRR station built in over 50 years.

Brooklyn Developmental Center/The Fountains:

- The Fountains is a mixed-use affordable housing development being constructed by the Arker Companies on a vacant portion of the former state-run Brooklyn Developmental Center in the East New York neighborhood of Brooklyn.
 - When completed, the 6.7-acre project will bring approximately 1,200 new affordable housing units to East New York, including new units for seniors and people with intellectual or developmental disabilities, and on-site social and supportive services that will help these residents live independently.
 - The project will create 2,200 construction jobs and 375 permanent jobs.



Rendering of Vital Brooklyn Project in Central Brooklyn

Brooklyn Developmental Center/Vital Brooklyn-Jamaica Bay Landing:

- In April 2018, ESD collaborated with New York State Homes and Community Renewal to issue a Request for Proposals (RFP) for the purchase and redevelopment of the remainder of the former Brooklyn Developmental Center Campus in East New York, Brooklyn.
 - The RFP was issued as part of Governor Cuomo’s Vital Brooklyn initiative, a comprehensive community development initiative that addresses chronic social, economic, and health disparities in Central Brooklyn, one of the most underserved areas in the state.
 - In November 2018, Governor Cuomo announced the selection of a partnership of Apex Building Company, L+M Development Partners, RiseBoro Community Partnership, and Services for the Underserved (SUS) to develop the 28.5-acre site as a vibrant mixed-use community called Jamaica Bay Landing, including more than 2,400 units of affordable housing—with 45 percent of those available to households earning up to 50% of Area Median Income, approximately 200 units for formerly homeless individuals and families, 185 units for intellectually and developmentally disabled individuals, and more than 150 units for seniors.
 - In addition to affordable housing, the development will include workforce development opportunities, job training and outreach to place local residents in construction jobs at Jamaica Bay Landing.
 - The project is inspired by “blue zones,” regions of the world where people live the longest, that include public open space, civic plazas, community gardens, farms, residential courtyards, and a fitness loop—all of which will encourage healthy community living.

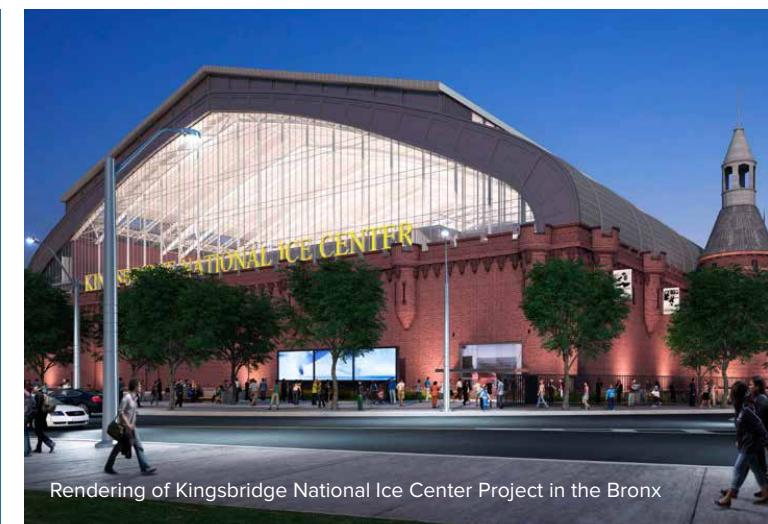
National Urban League Headquarters

(121 West 125th Street):

- The National Urban League (NUL) won a joint State/City Request for Proposals (RFP) with its plan for a mixed-use development that will return its headquarters to Harlem, where NUL was founded 109 years ago, help revitalize 125th Street, and strengthen Central Harlem’s critical mass of arts, cultural and entertainment institutions.
 - In addition to housing NUL’s national headquarters and conference center, the project will include the Urban Civil Rights Experience Museum, an institution dedicated to telling the story of civil rights advocacy in the North; approximately 170 units of affordable and supportive housing targeting residents making between 30% and 80% of the Area Median Income (AMI); below-market office space for two local non-profits; Class A office space; and streetfront retail along 125th Street.
 - This project is expected to break ground in Spring 2020.

Bronx Psychiatric:

- Simone Development Companies was selected through a competitive RFP process to redevelop part of the Bronx Psychiatric Center in the Morris Park neighborhood of the Bronx, as an expansion of their adjacent—and successful—Hutchinson Metro Center campus.
 - Through a combination of adaptive reuse and new construction, the project will comprise nearly two million square feet of commercial and medical offices, a trade school, employee and student housing, and a hotel, creating new jobs and economic vibrancy, while further establishing the Bronx as a commercial and medical hub.
 - The project also includes dedicated community facility space, more than eight acres of open space, and new bike and pedestrian paths connecting visitors to the future Morris Park Metro-North station.
 - The project, which is expected to commence construction in Summer 2020, will create 2,600 construction jobs and 8,000 permanent jobs.



Rendering of Kingsbridge National Ice Center Project in the Bronx

Kingsbridge:

- The Kingsbridge National Ice Center is an adaptive reuse project planned for the former Kingsbridge Armory in the Bronx.
 - The proposed LEED Silver Project will include up to nine ice rinks and related program space, including a wellness/off-ice training center, curling rinks, and lockers/equipment storage. The proposed ice rinks, intended for use by neighborhood students, residents, high school and college leagues, will feature open skating times, instructional training, adult professional (minor league) and non-professional hockey teams, figure skating, speed skating and other ice events.
 - In 2017, Empire State Development approved a \$138 million loan to complete the first phase of the project.

For more information go to: <https://esd.ny.gov/why-new-york-state/moving-new-york-forward>



Life Science

Unlocking Life Science Innovation for Commercialization

Life science is a key driver for economic growth, generating \$316 billion in annual economic output in the United States, or two percent of GDP. This sector, especially the pharmaceutical and biotechnology sub-sectors, is an engine for highly skilled jobs and high wages, generating a significant economic multiplier and attracting investment capital. With its large concentration of world-class research institutions and award-winning life science research talent, New York stands to benefit greatly from investment in this sector.

The Life Science Initiative seeks to capitalize on the state's unparalleled academic life science assets, which are critical to building a successful commercial life science ecosystem. New York is third in the nation in federal National Institutes of Health (NIH) grants, with \$2.63 billion in annual grants and boasting seven of the top 50 NIH-funded biomedical research institutions. The Life Science Initiative is unlocking this pipeline of innovation for commercialization—while ensuring that homegrown startups remain in New York.

To achieve its mission of attracting, growing and retaining startups in New York, ESD is implementing a multipronged approach to life science cluster development. Thus far, the Life Science Initiative has made investments that: leverage existing life science intellectual property from New York academic institutions; enhance and train talent; support entrepreneurs; build infrastructure; and provide tax incentives. These projects are aligned with the way in which life science industry clusters establish and thrive.

SUMMARY OF PROGRAMS

The \$520 million allocated for the Life Science Initiative includes:

- \$320 million for programs, grants and investment capital for strategic initiatives to grow New York State's life science economy;
- \$100 million in refundable tax credits for a new Life Science Research & Development Tax Credit Program, reserved for new life science companies; and
- \$100 million of Excelsior Jobs Program tax credits for companies or institutions creating or retaining jobs.

Since its April 2017 legislative authorization, the Life Science Initiative has active commitments totaling \$169.8 million in State funding for 10 distinct projects, which together are expected to leverage over \$980 million in co-investment over seven years. Summaries of key projects are provided below:

Converting Basic Research into Commercial Opportunity: Empire Discovery Institute (EDI)

- Empire Discovery Institute (EDI), created to fast track translation of life science research conducted by its three founding partner institutions (University of Rochester, University at Buffalo, and Roswell Park Comprehensive Cancer Center) into a robust pipeline of commercially viable therapeutics and diagnostics, will ultimately create patents, new companies, revenue and jobs in Western New York and the Finger Lakes.



Broome Community College

- ESD's investment of \$35 million to support EDI operations for five years is enabling EDI to tap into more than \$1 billion worth of NIH-funded research conducted by the partner institutions over the past five years and create a more efficient path to commercialization.
- EDI is moving forward toward this goal: In October of 2019, EDI opened its application portal for scientists from the partner institutions and anticipates that the first round of research projects will be initiated in January of 2020.

Turning Scientists into Entrepreneurs: Bio-Accelerator Program

- New York has been unable to capitalize on its own raw potential for three reasons: lack of seasoned entrepreneurs, lack of connection to a network of mentors, and lack of access to early-stage venture capital. To help address this, ESD issued an RFP in May of 2019 to engage a firm to administer New York's first Bio-Accelerator and signed a contract in December of 2019 with SOSV to establish a life science accelerator based in New York City. SOSV runs IndieBio in San Francisco, the world's leading accelerator in life sciences.. The Bio-Accelerator will equip scientists with the skills and resources to become entrepreneurs and found life science companies. Through a semi-annual boot camp, the Accelerator will work with early-stage companies to de-risk their core technology and build a viable business model.

- The Accelerator will bridge both the entrepreneurial and funding gaps in New York State, resulting in the retention and growth of commercially viable, venture-backed life science startups.
- The Program will offer scientists:
 - A top-tier educational curriculum to train managerial talent;
 - A global mentor network to further develop and guide leaders;
 - Venture capital funding and access to additional VCs; and
 - Lab space for the duration of the program.
- The Accelerator also will act as a hub and a magnet for New York's growing life science industry, connecting stakeholders statewide.

Creating Entrepreneurial Talent: New York Life Science Entrepreneur Development Grant Program

- The lack of entrepreneurial talent has been cited as an important reason that venture capital funders have resisted investing in NY-based life science companies. To rectify this, in August 2019 the Life Science Initiative released a competitive grant solicitation to business schools partnering with a medical school or a graduate program in the life sciences, bioengineering or bioinformatics in the creation of MBA or certificate programs to develop life science entrepreneurial talent. These interdisciplinary programs will equip researchers with the skills to become business leaders in New York State's growing life science ecosystem.
- Response to this program has been exceptional: 18 applications were submitted from business schools across the state by the Oct. 15, 2019 deadline.

Creating an Incubator for Innovation: JLABS @ NYC

- Since its opening in June of 2018, JLABS @ NYC—a collaboration between Johnson & Johnson Innovation and the New York Genome Center to foster idea generation and breakthrough life science innovations—has received 156 applications from companies and has accepted and currently houses 31 companies in the incubator. JLABS companies have created 172 new jobs, retained 61 jobs in New York, and collectively raised \$193,934,001 in funding. ESD provided \$17 million in capital to build the 30,000-square-foot incubator.

Enabling More Efficient, Less Costly Clinical Trials: NeuroCuresNY Clinical Trials Network

- Testing of therapeutics to treat chronic neurological impairment and disability is often overlooked because of the difficulty and cost of conducting trials. Funding for NeuroCuresNY (NCNY)—a not-for-profit initiative formed by Burke Neurological Institute, the University of Rochester and Wadsworth Center that is creating a unique clinical trial network and process for testing drugs to treat chronic neurological impairment and disability—was approved by ESD's Board in February 2019.
- The ESD grant will fund a pilot demonstration of NCNY's unique trial platform, which is designed to reduce infrastructure costs for each trial and enable trials to run more efficiently. NCNY's cost-efficient platform will interest companies eager to more rapidly and more efficiently test their therapies, helping to commercialize research in New York; strengthen relationships with potential sponsors of future trials for the network; and attract companies to the state.

Enhancing Translational Research Strength: New York Fund for Innovation in Research and Scientific Talent (NYFIRST Medical School Grant Program)

- By encouraging recruitment of talented translational researchers from outside New York State, the NYFIRST Medical School Grant Program will grow the base of translational life science researchers at the state's academic medical research institutions and increase the ability to commercialize research, as well as attract additional researchers. NYFIRST offers competitive grants of up to \$1 million to the state's medical schools to provide working capital and support for establishment or upgrading of laboratories for the researchers recruited. Medical schools are required to provide a match of 2:1 for each grant.
- The first call for applications in 2018 yielded three winning applicants—Columbia University School of Medicine, the Icahn School of Medicine at Mount Sinai, and the University of Rochester.
- Six applications were submitted during the second round in 2019 and are under review.

Life Science R&D Tax Credit Program

- New life science businesses locating, inventing, commercializing and producing in New York State may be eligible to receive a fully refundable credit based on qualified R&D expenditures—15% for a company that employs 10 persons or more and 20% for a company that employs fewer than 10 persons. Overall program is capped at \$10 million per year.
- Eligibility for the program began on the first taxable year on or after Jan. 1, 2018. Eleven applications with estimated total qualified expenses of \$28.6 million (which will yield approximately \$3.3 million in total credit) are pending final review.

Excelsior Jobs Program Tax Credits for Life Science

- Life science companies located in or planning to locate in NYS that will create at least five net new jobs may receive a credit of 6.85% of wages per net new job under the Excelsior Jobs Program.
- This Excelsior Jobs Program is also available to life science firms that retain at least 25 jobs, make significant new capital investments in a New York facility, and meet a benefit-cost threshold of at least \$10 of investment and new wages for every \$1 of tax credit.
- To date, five companies have received awards, totaling \$3.3 million in credits. These companies are anticipated to create 188 new jobs.

For more information go to: <https://esd.ny.gov/industries/biotech-and-life-sciences>



Cold Spring Harbor Laboratory

Minority and Women's Business Development

Leading the nation and setting new records

ESD's Division of Minority and Women's Business Development (DMWBD) ensures equality of economic opportunities for minority and women-owned business enterprises (MWBEs) and works to eliminate barriers that prevent their participation in state contracts.

The NYS MWBE Program will continue to support MWBEs through the reauthorization of Article 15-A of the Executive Law. The reauthorization ensures the legislative framework supporting New York State's MWBEs will continue to expand and enhance opportunities for certified MWBEs throughout the state. Additionally, it has also extended the Program for five years.

Under Governor Andrew M. Cuomo, New York State leads the nation in MWBE procurement with an overall goal of 30 percent utilization on state contracts. In Fiscal Year 2018-19, the State reached 29.13 percent MWBE utilization, its highest ever. The MWBE Program has awarded the highest dollar value of contracting opportunities to MWBEs at nearly \$3 billion this past fiscal year and has developed one of the largest public directories of MWBE-certified firms.

DMWBD encourages and helps state agencies award a fair share of contracts to MWBEs, reviews applications from businesses seeking MWBE certification, and maintains the NYS Directory of Certified MWBE Firms. DMWBD promotes MWBE business development by providing customized regional education, outreach, and technical assistance through weekly training and networking opportunities to build capacity and support MWBE business across the state.

DMWBD has enhanced its business resources with: the Mentor Protégé Program, which aims to expand the capacity, technical knowledge and participation of MWBEs in state contracting opportunities; and the

Business Growth Accelerator Program, providing intensive technical assistance and business development training for MWBEs to accelerate business growth over a two-year period. NYS-certified MWBEs also have access to financing, bonding and microloans.

2019 HIGHLIGHTS

- A 29.13 percent MWBE utilization rate was attained on state contracts.
- Nearly \$3 billion in state contracts were awarded to NYS certified MWBEs in Fiscal Year 2019—more than \$15 billion since 2011.
- Since 2011, more than 8,000 MWBEs have been certified and more than 6,500 have been recertified.

The New York State Regional MWBE Opportunities Expo Series:

- DMWBD successfully completed three MWBE Expos in New York City, Central NY, and Western NY. In total there were more than 400 business participants, and more than 100 one-on-one meetings with a certification analyst.

New York State MWBE Boot Camps, One-Day Information Workshops And Certification Sessions:

- DMWBD held four regional MWBE Boot Camps in Mohawk Valley, North Country, Southern Tier, and Finger Lakes; there were more than 80 attendees and more than 41 firms met one-on-one with a certification analyst.

For more information go to:

<https://esd.ny.gov/doing-business-ny/mwbe>

FISCAL YEAR 2019 CERTIFICATION STATS

8,750

New York State Directory of Certified MWBE Firms

1,812

Firms Certified and Re-certified

HELP DESK STATS

41,302

Calls

12,955

Emails

29

Training Webinars Held for Certified MWBEs

2,059

Attendees

NEW YORK STATE 9TH ANNUAL MWBE FORUM: LEADING THE NATION OCTOBER 2-3, BY THE NUMBERS

2,274

Registrants

191

Exhibitors

49

Workshops

200

Speakers

997

MWBE One-on-One Meetings



Empire State Development hosts MWBE Forum in Albany.



Production floor at Norsk Titanium's Plattsburgh (New York) Demonstration & Qualification Center (Photo courtesy of Norsk Titanium).

NY CREATES

New York Center for Research, Economic Advancement, Technology, Engineering and Science

In December, ESD and State University of New York (SUNY) marked the formation of NY CREATES (New York Center for Research, Economic Advancement, Technology, Engineering and Science). The new non-profit is streamlining the management of many of the state's on-going high-tech projects and expanding potential opportunities to collaborate with additional academic and industrial partners.

NY CREATES is led by Dr. Douglas A. Grose, a graduate of RPI, veteran semiconductor industry executive and

former CEO of GLOBALFOUNDRIES, with a board on which the President and CEO of ESD and the SUNY Chancellor, or their respective designees, serve as ex-officio advisory representatives.

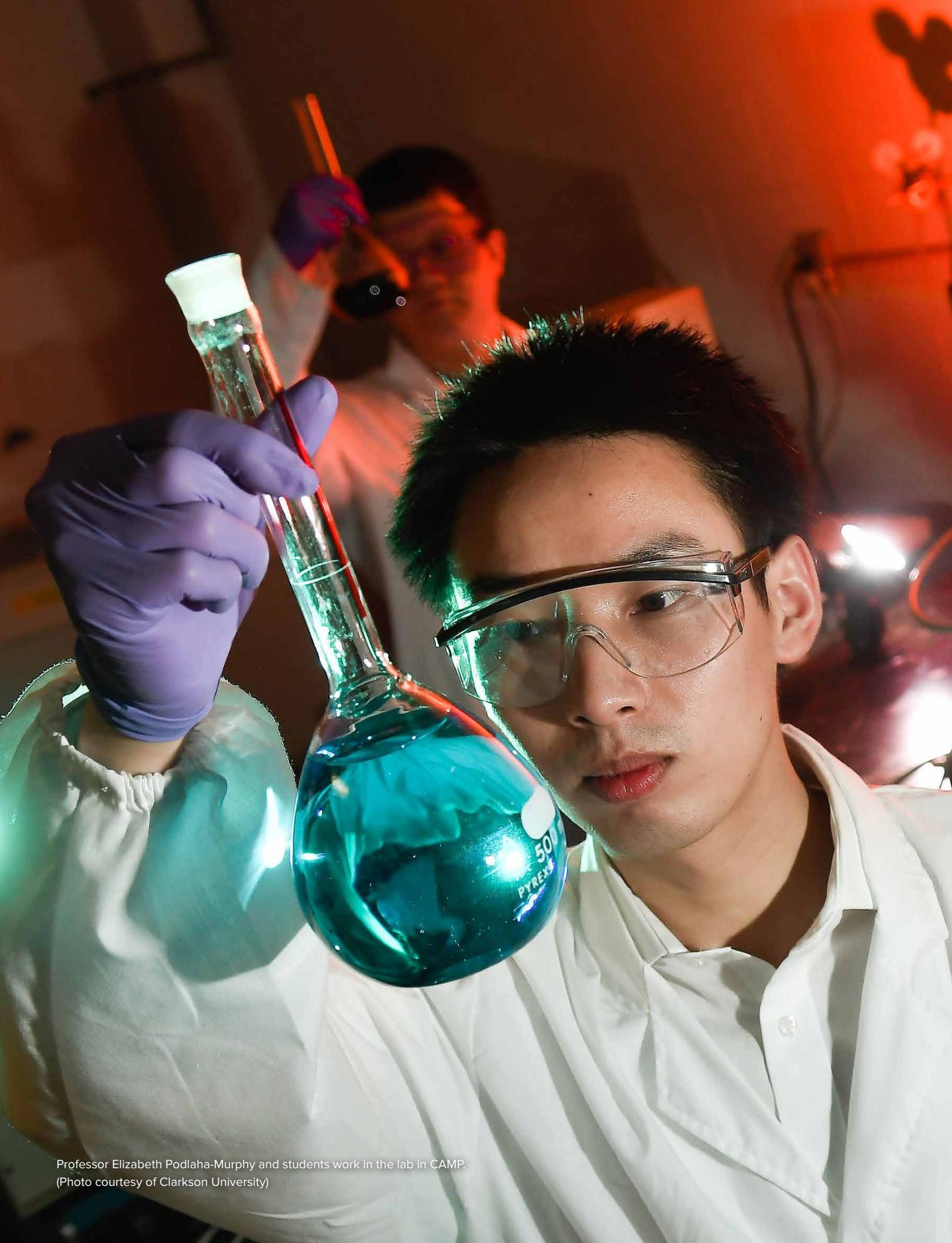
NY CREATES collaborates with SUNY, as the lead academic institution, and with ESD to advance innovative research and manufacturing projects, expanding on prior state economic development efforts that have successfully generated thousands of high-tech jobs in the Capital Region and across Upstate New York.

2019 HIGHLIGHTS

- **IBM**, headquartered in Westchester County and a long-time anchor tenant at the SUNY Polytechnic Institute campus in Albany, announced plans to invest over \$2 billion to grow its high-tech footprint at the campus and throughout New York State. This includes the establishment of an "AI Hardware Center" at SUNY Poly for artificial intelligence-focused computer chip research, development, prototyping, testing and simulation. IBM also plans to provide at least \$30 million in cash and in-kind contributions for artificial intelligence research across the SUNY system, with SUNY matching up to \$25 million for a combined total of \$55 million.

"IBM is pushing the boundaries of AI faster—for the benefit of industry and society. By expanding our partnership with New York State, we are creating a global hub of AI hardware research..."

---Mukesh Khare, VP, IBM Research
- **CREE** announced plans to invest at least \$1 billion over six years to create the world's first 200mm silicon carbide wafer fabrication facility at the Marcy Nanocenter on the SUNY Polytechnic Institute campus near Utica. Cree has committed to generate over 600 direct jobs within eight years and provide internships and research opportunities for SUNY students. Cree will also partner with SUNY to implement a workforce training program and industry-oriented curriculum to supply a future workforce at Marcy and a \$10 million joint initiative to support high-tech research and development in the SUNY system.
- **APPLIED MATERIALS**, a global leader in materials engineering, announced the opening of its new Materials Engineering Technology Accelerator (META Center) at the SUNY Poly campus in Albany, where Applied Materials will invest \$600 million over seven years. The META Center is a first-of-its-kind facility that will speed customer prototyping of new materials, process technologies and devices, and solidify the Capital Region as a global hub for groundbreaking research.
- At Buffalo's High-Tech Innovation and Commercialization Hub at Riverbend, the **TESLA GIGAFACTORY** ramped up production in 2019 and expanded employment to 730. Planned hiring will continue through 2020.
- In Dunkirk, **ATHENEX** has nearly completed construction on its \$200 million oncology-focused manufacturing facility. In total, the life sciences industry project is expected to create 450 jobs and result in \$1.5 billion in spending by Athenex over the next 10 years.
- The American Institute for Manufacturing Integrated Photonics (**AIM PHOTONICS**), a Manufacturing USA Innovation Institute, began conducting and ramped up operations at its new Test, Assembly and Packaging (TAP) facility at Eastman Business Park in Rochester, which will be the primary hub for this \$600 million public-private partnership to further develop the photonics integrated circuit industry.
- **NEXGEN POWER SYSTEMS** moved in and began producing leading-edge Gallium nitride (GaN) power chips at its Dewitt-based semiconductor fabrication plant, with plans to create 290 jobs and invest \$48.5 million into machinery and equipment over a seven-year period.
- At the Quad C-facility on SUNY Poly's Utica campus, **DANFOSS**, a Denmark-based manufacturer of integrated power modules, has now qualified two production lines as it continues to scale its operations.
- In Plattsburgh, construction of the world's first industrial-scale additive manufacturing (3-D printing) facility was completed. **NORSK TITANIUM** will operate the new 82,000-square-foot facility in tandem with an existing 67,000-square-foot facility, allowing the company to develop and mass-produce 3-D printed titanium structural aircraft components. In total, the project is expected to create 383 direct and indirect high-tech jobs and generate \$875 million in private spending over 10 years.



NYSTAR

Ensuring the success of NYS tech and innovation companies

Empire State Development's Division of Science, Technology and Innovation (NYSTAR) advances technology and commercialization in New York State. NYSTAR helps companies leverage their strengths through 70+ funded centers, programs and vital tools that guide companies from startup to maturity; assistance in attracting more federal R&D funding to support technology development, offer legal research and information to entrepreneurs; and much more.

- At universities throughout the state, our Centers of Excellence (COEs) and Centers for Advanced Technology (CATs) encourage industry-university collaboration in developing and applying new technologies from nanoelectronics and materials to automation and biotechnology.
- NYSTAR's Innovation Hot Spots and Certified Business Incubators support startups and early-stage companies through entrepreneurial networks and ecosystems, providing access to capital and mentoring.
- New York's Manufacturing Extension Partnership (MEP) centers help small manufacturers become more innovative and competitive through networks that provide services to small and mid-sized manufacturers across New York State.

NYSTAR funds three university-based Digital Game Development Centers:

- New York produces the 4th largest number of gaming jobs in the country.
- New York is 4th in the country for video game industry establishments.

2019 HIGHLIGHTS

NYSTAR continued to support innovation at all stages of development with the addition of new funding, two new CATs, the Innovation Resource Center and more:

- The City University of New York Center for Advanced Technologies in Sensors for Exploration of Natural Systems and Environments will develop next-generation sensor systems and applications, tap into the growing global sensor technologies market, and help the state accelerate its leadership role in research and business in moving toward a sustainable future.
- The Binghamton University Flexible Hybrid Medical Device Manufacturing (FlexMed) CAT will leverage leadership of the New York node of NextFlex, the Department of Defense Flexible-Hybrid Electronics (FHE) Manufacturing Innovation Institute—and the strengths of the Center for Advanced Microelectronics Manufacturing (CAMM) and S3IP Center of Excellence—to develop new technologies to produce health-related smart electronics. These electronics, used in flexible substrates, advance medical, pharmaceutical and industrial device manufacturing and add to New York's leadership in this area.
- Empire State Development has launched the Innovation Resource Center (IRC) to work one-on-one with entrepreneurs and to strategically leverage NYSTAR and New York State-supported commercialization assets including NYSTAR CoEs, CATs and MEPs. The IRC will also host workshops designed to bring together innovators and NYSTAR center resources.

Professor Elizabeth Podlaha-Murphy and students work in the lab in CAMP.
(Photo courtesy of Clarkson University)

- Through a federal grant from the Department of Defense's Office of Economic Adjustment, NYSTAR's defense industry team has assisted 59 companies as part of their effort to sustain and grow the state's defense industrial supply base. At workshops held in the Capital, Finger Lakes and Mid-Hudson regions, representatives from more than 45 companies discussed challenges, opportunities, and projects, and established key connections. Grant funding for more than 16 projects has been awarded to companies pursuing paths to diversification, including manufacturing process improvements, R&D for advanced technologies, and redesigning military products for the commercial market.
- The NYSTAR defense industry team, working with the Mohawk Valley Community College Advanced Institute for Manufacturing (MVCC-AIM), is assisting 31 defense companies across New York State with meeting defense regulations and requirements for cybersecurity compliance.



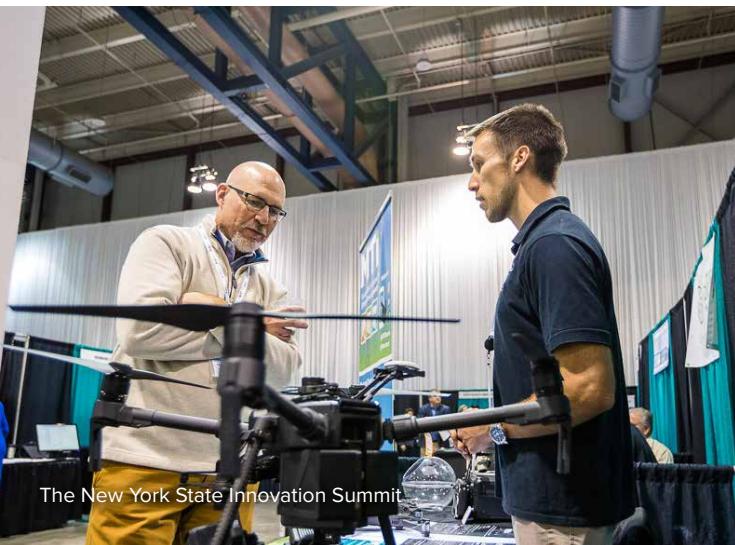
- The REMADE Institute hosted its first workshop on July 22, with 43 registered attendees representing 15 companies. Panel discussions included one on funding opportunities, with networking and a tour of the RIT Sustainability labs to see demonstrations on remanufacturing technologies, which included additive manufacturing techniques and non-destructive test methods.
- Three universities were awarded \$62,500 through The Technology Transfer Incentive Program, which accelerates the commercialization of technology developed or enhanced at an institution of higher education or not-for-profit research institution. The three awardees are Clarkson University (partnering with Aetna), New York University (partnering with Sunthetics), and the University at Buffalo (partnering with Garwood Medical Devices).



The New York State Innovation Summit

NYSTAR, supported by FuzeHub, hosted the October event for NYS organizations to showcase and discover new and emerging technologies that support innovation and drive business growth. Attendees learned about the capabilities defining the next generation of technology and manufacturing, as well as the state's critical innovation assets and expertise. Companies were given an opportunity to showcase their products and to learn about opportunities for growth in New York State.

- The event's keynote speakers were Dr. Mukesh Khare and Kevin Surace. Dr. Khare, Vice President of IBM Research, is working with a global team of researchers to redefine the future of computing through AI, machine learning, high-performance computing and delivery through hybrid cloud. Kevin Surace, an internationally recognized expert on disruptive innovation, AI and automation, has been featured in national media outlets and has keynoted hundreds of events.





New York Ventures

Leveraging private investment to build entrepreneurial activity throughout New York State

New York State is embracing the innovation economy, and creating new jobs and businesses, by giving entrepreneurs access to resources that fuel their drive and talent.

Launched in 2015, New York Ventures meets the critical capital needs of New York State's innovation economy by providing funding to high-growth startups as they move from concept to commercialization, through early growth and expansion.

New York Ventures administers the state's innovation investment funds, providing equity investment capital to early-stage technology-based businesses through direct investments and fund-of-funds programs.

Looking to actively fill critical funding gaps in underserved industries and regions, the programs

target strategic industries, including information technology, life sciences and clean energy, and technologies key to advanced manufacturing. The program also supports companies emerging from the state's universities, research labs, incubators and accelerators—as well as companies willing to relocate to New York.

New York Ventures values capital-efficient business models, strong corporate governance, experienced and diverse management teams, and business plans structured to attract the next level of capital investment at an increased valuation. The program seeks to partner closely with the private sector and requires matching investments from private funding sources at the time of investment.

2019 HIGHLIGHTS

Direct Investment Fund:

New York Ventures administers more than \$90 million in capital allocated toward direct equity investments into promising startups.

- The New York State Innovation Venture Capital Fund (NYSIVCF) ended 2019 with a total of approximately \$35 million invested/committed to 30 portfolio companies.
 - The 30 portfolio companies are geographically balanced; 13 are located Upstate and 17 are Downstate.
 - Women and/or minorities founded and lead 12 of the 30 companies.
 - PostProcess Technologies, based in Buffalo, is a leading provider of automated and intelligent solutions for additive manufacturing (AM) post-printing. With 39 active patents, the company's growth is a result of successful partnership with Stratasys and other industrial 3-D printer manufacturers as well as their growing list of blue-chip customers including Harris, CommScope, Fast Radius and Rolls-Royce. In 2016, the company received \$1 million in equity investment from the NYS Innovation Venture Capital Fund, followed by \$50,000 in 2018.
 - Graphenix Development Inc. (GDI), with operations in Rochester, is focusing on commercializing high-tech energy storage technology. Together with Eastman Kodak, the company manufactures highly efficient, cost-effective, ultra-capacitor electrode material and has attracted interest from strategic partners in Asia and Europe. Graphenix has also developed a silicon anode for a robust and high energy lithium-silicon battery with applications in power tools and drones. In 2016, the company received \$750,000 in equity investment from the NYS Innovation Venture Capital Fund, followed by \$750,000 in 2018.

Fund-of-Funds:

The New York Ventures fund-of-funds investment programs are typically targeted at pre-seed investment stage industry sectors or founder groups, and are administered by third-party investment managers selected on a competitive basis.

- Innovate NY Fund was fully invested in 2018, having provided support to 81 companies with more than \$37 million in investment capital over the life of the fund. These investments were matched by more than \$276 million in private investment capital.
- The Innovation Technology Commercialization Fund closed 10 investments in 2019 representing \$1 million in investment capital along with \$5.6 million in private investment capital. This brings the total number of companies having received investment from this fund to 53. Since its launch in 2016, these companies have received more than \$4.4 million of capital along with more than \$17.9 million in private matching capital.
- The MWBE Investment Fund, also launched in 2016, is fully deployed—it provided support to six certified minority and/or women-owned startup firms with a total \$1.3 million of new investment capital and \$2.9 million of private matching capital.

For more information go to:

<https://esd.ny.gov/doing-business-ny/venture-capital>

NEW YORK VENTURES SUCCESS STORIES

SpinCar

SpinCar, founded in Syracuse in 2011, developed and patented an entirely new way for car shoppers to explore and evaluate automobiles online. With this technology, auto dealers can deliver 360-degree virtual "walk-arounds" of their vehicles, enabling them to bring the showroom experience directly to online consumers. The company has worked with thousands of dealers to reinvent the online car shopping experience and drive more sales, with a platform that enables more efficiency and better understanding and engagement between auto dealers and their customers.

In October 2018, Wavecrest Growth Partners, a Boston-based growth equity firm, acquired 54% of the company for \$22.2 million. At the close of the transaction, the Innovate NY Fund received more than \$6.2 million (divided by LPs) for its Series Seed Preferred shares and note. SpinCar has offices in Syracuse and New York City, with 64 of its 83 total employees located in New York State.



Rgenix

Rgenix is a New York City-based, clinical-stage biopharmaceutical company developing drugs that target key pathways in cancer progression. Using a discovery platform developed by Rgenix's founding scientists at Rockefeller University, Rgenix has discovered several novel cancer targets that drive tumor growth and cancer progression. With three drugs under development and 26 patients treated in five different cohorts, Rgenix raised \$39.8 million in Series C Preferred stock, led by the Chinese medical device company, LePu Medical (\$12.5 million), in September 2018.



Small Business and Technology Development

Supporting the growth and success of New York State's small businesses

Small businesses make up 98 percent of all businesses in New York State and employ more than half of New York's private sector workforce. They are the heart of the state's economy.

The Division of Small Business and Technology Development supports the growth of small businesses, defined as firms with fewer than 100 employees, with an array of programs and services. Financial assistance is available through community development financial institutions (CDFIs) and alternative lenders that provide mission-critical credit and financial support to small businesses across the state (ESD's website features a directory of New York State alternative lenders). ESD also provides access to capital for entrepreneurs and businesses that often have difficulty accessing regular credit markets. In addition to financial assistance, ESD provides entrepreneurial development through programs that offer a variety of services including: mentoring, business counseling, guidance in creating a business plan, finding contracting opportunities, and working with an incubator. These programs help guide entrepreneurs and early-stage companies toward growth and opportunity.

The Division of Small Business and Technology Development also encompasses:

- Access for companies to New York State's world-class research and development capabilities through its 70+ centers across the state, via NYSTAR.

- Innovation Hot Spots and Certified Business Incubators that provide support to startup and early-stage companies with physical space, access to capital, networking and other services.
- New York Ventures programs that provide equity investment capital to early-stage technology-based businesses through investments and fund-of-funds.

The assistance provided by New York State translates into business and entrepreneurial success, from companies looking to export products, to those looking at building or renovating facilities, launching new technologies, and beyond. Working together, ESD's Small Business team is helping to create jobs and establish new industries across New York State.

Over the last eight years, the Division, through its financial, entrepreneurial and technology assistance programs, has:

- Facilitated \$1.3 billion in loans.
- Created and retained more than 74,000 jobs.
- Launched more than 4,800 small businesses.
- Generated more than \$9.5 billion in economic impact.
- Assisted more than 24,000 businesses.

For more information go to: <https://esd.ny.gov/doing-business-nysmall-business-hub>

SMALL BUSINESS SUCCESS STORIES

At the 2019 Entrepreneurship Assistance Centers (EAC) conference in Albany, three attendees were recognized as Entrepreneurs of the Year.



JESSICA DUSSAN
Green Island Group Corp.

Suffolk County Community College EAC

Dussan's environmental and construction company, based in Bohemia, had \$2.8 million in revenue in 2018. Her company's growth benefited from the help of the EAC's resources, capital and tools—and is a certified WBE.



PAULA TARALLO
East Shore Marketing

Ibero-Waverly Center EAC

Ithaca-based East Shore Marketing helps businesses navigate the changing media and market landscape. It has seen a 30% increase in revenue since Tarallo founded the business two years ago. The EAC worked with Tarallo on her application to become a certified WBE and then helped her secure a contract bid with Cornell Medical.



JOSEPH AND MICHELLE ALIG
Waterman's Distillery, LLC

Binghamton Local Development Corp EAC

Binghamton resident Joseph Alig submitted a business plan for the craft beverage distillery he now operates with his wife, Michelle, after attending BLDC's 23-session training course. Working closely with BLDC to flesh out the plan, Alig was introduced to key networks and professionals in the community. Three years later, the distillery held its grand opening and has since doubled its first-year revenues.

2019 HIGHLIGHTS

~10,400

Jobs Created and Retained

1,104

Existing Businesses Expanded

\$187M

Provided in Facilitated and Direct Lending Loan Programs

MORE THAN \$1.5B

Generated in Economic Impact

MORE THAN 80%

of Loans Went to Minority and Women-Owned Businesses

OVER
30 Years

of Successfully Launching and Helping Entrepreneurs

MORE THAN 1,700

Entrepreneurs Assisted at Entrepreneurship Assistance Centers (EAC), which provide training, counseling and support services to individuals who have recently started their own business or are interested in starting a business.



WorldPride March 2019 in New York City

Tourism and Business Marketing

Promoting visitation and growing the NYS economy

With an annual impact of more than \$100 billion, tourism is vital to the economic health of New York State. The industry is responsible for one in 10 jobs in the state and is its third-largest private sector employer. This year, New York State announced new records for travel and tourism, direct visitor spending, economic impact and industry-related jobs.

- New York State welcomed nearly 253 million visitors, an increase of approximately 9 million from the previous year.
- Direct visitor spending grew to \$71.8 billion, and tourism's statewide economic impact reached \$114.8 billion—over \$6 billion more than the previous year and the highest in state history.
- Tourism supported 957,800 jobs across New York.

ESD's mission is to inspire and encourage travel to the state's 11 vacation regions through marketing, sales and industry support initiatives. Marketing efforts include advertising campaigns; digital platforms like the I LOVE NY website, app and social media accounts; public relations; and experiential marketing. Targeted initiatives like Path Through History and I LOVE NY LGBT reach out to niche tourism segments. Funding to support local tourism efforts includes Market New York grants, available through the CFA process, and Tourism Matching Funds. The Division sends I LOVE NY representatives around the world and also works with strategic travel partners, including airlines and sports organizations.



2019 TOURISM HIGHLIGHTS

- Paid advertising included: TV commercials for summer, fall and winter seasons, along with digital and out-of-home campaigns; and a campaign promoting The Great New York State Fair.
- Earned media efforts including pitches, media events and statewide press trips resulted in national coverage in outlets including *National Geographic Traveler*, *Conde Nast Traveler* and *The New York Times*. New York State was named to 2019 top travel destination lists by *Frommers*, *Fodor's*, *Forbes* and *Travel + Leisure*. I LOVE NY was awarded the Gold Adrian Award by Hospitality Sales and Marketing Association International for Public Relations Campaign in the LGBT category for work on WorldPride and Stonewall 50.
- Digital initiatives generated increases in website visitors, page views and engagements across iloveny.com and four social media platforms.
- The traveling I LOVE NY Pod brought New York State vacation information to 40 high-profile special events in New York, neighboring states, and Canada, connecting with tens of thousands of guests.
- The 136,000-square-foot Exposition Center at The Great New York State Fair was transformed into a must-see I LOVE NY Experience, featuring all-season activations with state agency partners. Highlights included an indoor field with comprehensive programming options, such as sports tournaments and movie nights.
- New York State targeted visitors from around the globe through I LOVE NY offices in Australia, China, Germany and the U.K., with sales and promotional efforts that included international trade shows, sales missions and publicity tours for global media and tour operators.
- As part of Path Through History Weekends held in spring and fall, attractions statewide hosted 1,029 events, 167 more events than in 2018—a 16% increase.



Exposition Center at The Great New York State Fair



Governor Andrew Cuomo takes train ride to The Great New York State Fair.

- I LOVE NY LGBT invited travelers to visit New York State for WorldPride, the first time the event was held in the United States, to commemorate the 50th Anniversary of the Stonewall uprising. The event was the largest LGBTQ+ event in history with 5 million visitors attending events in New York City and throughout the state. I LOVE NY opened a highly visible WorldPride Welcome Center located just steps from the Stonewall National Monument. The I LOVE NY team received an Excellence Award for Niche Marketing from the New York State Tourism Industry Association for its WorldPride campaign.
- More than \$4.9 million in Tourism Matching Funds were awarded for tourism marketing projects. \$15 million in Market New York grants were awarded through Round VIII (2018) of the REDC initiative to support 60 tourism-related marketing, construction, special events, and agritourism/craft beverage projects. Up to \$15 million in Market New York grants were announced for Round IX projects in 2019.

For more information go to:

<https://esd.ny.gov/industries/tourism>

PROMOTING NEW YORK STATE'S BUSINESS STRENGTHS

ESD's business marketing team oversees the creation of programs and communications that support the agency's overall business development and attraction efforts. The messaging—targeting business leaders and influencers—establishes and builds awareness of New York State as a prime location to launch or grow a business. That messaging leverages the state's relevant assets, programs and incentives in addition to success stories and case studies featuring businesses that are thriving in New York State.

2019 BUSINESS MARKETING HIGHLIGHTS:

- Development of a targeted campaign that focuses on how New York State is investing in nation-leading infrastructure and workforce development programs designed to help businesses succeed today and into the future.
- Targeted digital advertising and content spotlighting strategic industry verticals.
- Increased presence at key conferences and events to deepen relationships between ESD's business development teams and industry decision makers.

PART SIX

Financials

16.00	-5.00	-2.76	175.50	176.00	2,042,013	363,327.88	
5150	+0.25	+0.49	51.50	51.75	2,911,604	150,531.94	
2340	+0.10	+0.43	23.30	23.40	5,980,235	142,892.62	
9.20	-0.05	-0.54	9.15	9.20	33,725,861	310,746.10	
5400	-1.25	-2.26	54.00	54.25	2,293,724	126,848.83	
1380	+0.20	+1.47	13.70	13.80	16,335,239	222,883.12	
49.00	+0.75	+1.55	48.75	49.00	1,807,377	8197.22	
8850	+200	+231	88.00	88.50	6,563,798	578,286.59	
2.30	-0.02	-0.86	2.30	2.32	177,760,728	411,112.45	
80.00	+1.75	+2.24	80.00	80.25	6,052,278	484,302.93	
6.25	+0.05	+0.81	6.25	6.30	29,710,935	181,377.62	
5.90	5.95	-0.10	-1.65	5.85	6.00	122,036,730	733,646.10
16.30	16.30	0.00	0.00	16.30	16.40	5,361,868	87,821.69
3.96	4.00	-0.04	+1.01	3.98	4.00	21,303,630	204,694.08



Comprehensive Economic Development Report

Fiscal Year April 1, 2018 – March 31, 2019

INTRODUCTION

The Financials portion of Empire State Development's (ESD) Comprehensive Economic Development Report (the Financials section) provides aggregate data on projects that received financial assistance from ESD during the last fiscal year: Fiscal Year (FY) 2019, which is defined as April 1, 2018 to March 31, 2019. In cases where data is not yet available or is collected over a calendar year, data is instead presented for the most recent annual period for which data is available, with such period clearly labeled. Where appropriate, the Financials section also presents information by region and industry, and includes a breakdown of the number of projects, the amount of funds disbursed or tax credits issued, the total incentives awarded by ESD, the total cost of the project, and other available data on the expected number of jobs created and/or retained.

The origin of the Comprehensive Economic Development Report was the FY 2018 New York State Budget, which introduced a new requirement for ESD to begin annually producing a "Comprehensive Economic Development Report" containing information on the economic development programs administered by the New York State Urban Development Corporation (UDC) and the New York State Department of Economic Development (DED), two entities that consolidate their operational efforts and do business together as ESD. The FY 2018 Budget specifically required that the report include a "listing of economic development assistance" provided by UDC and DED, "including tax expenditures, marketing and advertising, grants, awards and loans," as well as aggregate information on "program progress, program participation rates, economic impact, regional distribution and industry trends." As a companion to information provided earlier in the report, the Financials section is dedicated to fulfilling these legal requirements.

Building on the Comprehensive Economic Development Report, in 2019 ESD awarded a contract to a New York State-certified women-owned business enterprise to develop a public Database of Economic Incentives that will feature a user-friendly portal providing increased access and greater transparency to published information about New York State economic development projects and initiatives.

When completed, the Database of Economic Incentives, originally proposed by Governor Cuomo as part of the 2019 Justice Agenda, will be a dynamic and searchable online database that will enable the public to research current, relevant information on projects that receive ESD assistance.

EXECUTIVE SUMMARY

As part of its responsibility to manage dozens of economic development programs and thousands of specific projects to grow New York's economy, ESD relies on a broad range of economic development tools—around which the Financials section is organized—to include:

1. Tax Incentive Programs;
2. Loans and Grants;
3. Marketing and Advertising; and
4. Innovation.

Across the four categories noted above, as of November 19, 2019, ESD was overseeing 5,745 active projects. An active project is generally defined as a project with a signed agreement stipulating that ESD will provide financial assistance to a third party, subject to that third party's fulfillment of specific economic commitments or services. Some of the 5,745 active projects were in preliminary stages during FY 2019,

such as planning or design, whereas other projects were merely awaiting reimbursement or in their final years of maintaining their job commitments. Given that ESD projects often have multi-year project commitments and payment schedules, many projects remain "active" for many years, and not all active projects receive a disbursement of their awarded financial assistance in any given fiscal year.

During the periods covered by this report, a total of 1,425 projects received a total of \$1.8 billion in disbursed loan, grant, tax credit or other financial assistance from ESD. Once complete, these projects are expected to result in a total public/private investment of over \$21.8 billion. Consistent with the requirements of the statute, the Financials section only provides data on these 1,425 projects that received a disbursement of their awarded financial assistance (including actual payments and tax credits issued¹) during FY 2019, or, as applicable, during their most recent reporting year available, and does not contain data on active projects that did not receive a disbursement.

Highlights of ESD's financial assistance during the most recent year included the following:

- 100 businesses received credits through the Excelsior Jobs Program in FY 2019. These 100 businesses were issued \$30.2 million in credits during FY 2019, out of an awarded \$257.3 million in total credits for these projects. The projected number of created and retained jobs resulting from these investments is 45,544.
- 248 entertainment industry production projects were issued tax credit incentives in FY 2019. These 248 projects were issued \$750.9 million in credits during FY 2019 and spent more than \$3.4 billion throughout New York State. The \$750.9 million in credits received represents a \$63.6 million increase in disbursements from FY 2018.

- 187 businesses in the START-UP NY program reported total business tax benefits of \$1 million and reported their employees received \$9 million in Personal Income Tax (PIT) benefits in 2018. During the same period, they also report investing over \$26.5 million and creating a total of 2,076 new jobs, of which 1,418 were net new jobs, a 24.5 percent increase in year-to-year net new job growth.

- 121 projects with direct job commitments received loan or grant disbursements in FY 2019 totaling \$311.2 million out of \$2.3 billion in total awarded project funding. In total, these 121 projects are expected to create and retain 35,012 jobs, and leverage \$8.0 billion in private investment, for a total public/private investment of \$10.3 billion.

- In FY 2019, 496 infrastructure and capacity building projects received a total of \$591.0 million in loan or grant disbursements out of \$1.8 billion in total awarded project funding. These projects will leverage \$1.4 billion in private investment, for a total public/private investment of \$3.2 billion. Infrastructure and capacity building projects do not have direct job commitments and instead produce indirect, long-term, or other economic benefits.
- In addition to these highlights, the remaining \$110.7 million in disbursements and tax credits issued covered programs such as the Market NY and Centers of Excellence programs.

The remainder of the Financials section provides additional details for each type of economic assistance.

¹Tax benefits in the START-UP NY program are claimed directly by eligible employees and businesses via tax return filings with the Department of Taxation and Finance. ESD does not directly issue credits for START-UP NY; the estimated value of the credits claimed are reported to ESD by the businesses.

²Empire State Development calculates net new jobs as jobs filled for more than six months in a Location Year. The Location Year is based on the date the business locates to the Tax-Free NY Area.

SECTION 1: TAX EXPENDITURE PROGRAMS

The objective of ESD's tax expenditure programs are to foster investment, jobs, research and development, and overall economic development throughout the state. To this end, ESD administers various tax incentive programs such as:

- **Entertainment industry spending tax credits:**

Programs focused on spending by the entertainment industry, including the New York State Film Tax Credit Program (for production and post-production), the Commercial Production Tax Credit Program, and the Empire State Music and Theatrical Production Tax Credit;

- **Employment tax credits:** Programs such as the Excelsior Jobs Program, Jobs Retention Program, and START-UP NY, which all require the creation and/or maintenance of full-time jobs as a requirement of receiving or keeping tax benefits;

- **Employee training tax credit:** Programs for employee skills training, such as the Employee Training Incentive Program; and

- **Life Sciences tax credits:** provides tax credits to encourage new businesses to conduct their research and development in the state.

For its tax expenditure programs, ESD commits to issue a maximum amount of tax benefits to an awardee on the condition that the awardee fulfill certain economic commitments related to jobs, investments, research and development expenditures or employee skills training. As awardees fulfill their economic commitments, only then does ESD issue certificates that list the amount of tax credits that each awardee has earned and may claim against their taxes. Finally, awardees claim their tax credits by submitting the certificates from ESD to the New York State Department of Taxation and Finance alongside their tax returns.

Generally, this portion of the Financials section summarizes the amount of tax credits issued by ESD in certificates to awardees during the most recent year. Of note, the amount of tax credits issued during one year may be only a portion of the total tax credits associated with a project, and not all tax credits are immediately claimed by awardees, who in some cases may elect to carry over their tax credits to future tax years.

In total, 351 projects were issued tax credits in FY 2019³. For these 351 projects, ESD issued \$790 million in credits, which was \$57.5 million above the FY 2018 reported total.

TAX EXPENDITURE PROGRAM HIGHLIGHTS

Entertainment Industry Tax Credits

In FY 2019, 248 entertainment projects were issued \$750.9 million in tax credits from New York State. These projects combined have spent more than \$3.4 billion in associated project costs throughout the state. Total hires resulting from this investment was 225,484, and the \$750.9 million in credits issued represents a \$63.6 million increase over FY 2018.

While the statute requiring the Comprehensive Economic Development Report asks for data to be provided in aggregate by region and industry, there are limitations on the data available for these entertainment related programs. Information for the tax credits issued and total project costs are not available by region. Entertainment projects often have administrative overhead spending that is project-wide, and projects often operate in multiple regions; therefore it is not possible to isolate the spending data for a specific region. Additionally, jobs data for these tax credit programs does not conform to the jobs data for most of the other programs in this report. Due to the nature of the film and television production and post-production business, employees may work on multiple, short-term projects each year. While each project tracks exactly how many individuals they have hired, these are not long-term, full-time equivalent positions, which is the most common job measure for ESD programs.

See Appendix 1.B for further details on the Entertainment Tax Credit Programs.

Excelsior Jobs Program

In FY 2019, the Excelsior Jobs Program issued \$30.2 million in tax credits to 100 businesses, with total estimated project budgets of \$3.1 billion. Total credits to be awarded over the lifetime of these projects is \$257.3 million. These 100 businesses have committed to create 13,466 jobs, and to this goal, actual job creation to-date is 11,501 net new jobs⁴.

See Appendix 1.C for further details on the Excelsior Jobs Program.

START-UP NY

As of October 31, 2019 a total of 303 businesses have been approved for participation in the START-UP NY Program. The 303 businesses project the creation of 5,332 net new jobs and more than \$275 million in investment. Of these, 52 businesses were approved in 2018, projecting the creation of 669 new jobs and \$37 million in investment.

Businesses report to Empire State Development on actual job creation, investments and estimated tax benefits they will receive, and all reporting is done on a calendar year basis. As such, the most recent information available for this report is for the 2018 calendar year. Of the 303 approved businesses, 210 were required to submit a Performance and Verification Report to ESD in 2018.

For 2018, the data shows 187 businesses had created a total of 2,076 jobs, of which 1,418 were net new⁵ jobs; invested \$26.5 million; paid wages of \$134 million; and estimated they (or their employees), would receive \$10 million in tax benefits. On average, there were 7.6 net new jobs created per business, \$142,000 in investment per business, and \$54,000 in estimated tax benefits received per business, including benefits to its employees.

Since the program's creation, businesses in the START-UP NY Program have generated more than \$421 million in economic activity, with investments of \$102.2 million, paying \$319 million in wages, and utilizing \$21.1 million in business and PIT tax benefits.

See Appendix 1.D for further details on the START-UP NY program.

Jobs Retention Program

In FY 2019, the Jobs Retention Program issued \$8.9 million in tax credits to three businesses, which have been awarded up-to \$73.8 million in credits over the lifetime of their projects. On the basis of their total awards, the three businesses have pledged to retain a total of 2,392 jobs, for a total public/private investment of more than \$175.9 million.

See Appendix 1.A for further details on the Jobs Retention Program.

³This total does not include START-UP NY projects as the START-UP NY program data is presented on a calendar year basis, and therefore does not conform to the same reporting period as all other tax incentive programs. Detailed START-UP NY data is provided in Appendix table 1.D.

⁴The Excelsior Jobs Program provides for a five-year period in which to achieve the full net new job commitment.

⁵A net new job is a full-time job, or equivalent to a full-time job, requiring at least 35 hours of work, and is filled for more than six months during the location year for which the tax benefits are being granted.

SECTION 2: LOANS AND GRANTS

Most of ESD's loan and grant programs make investments that build on ESD's four strategic pillars – placemaking, workforce, tradable sectors, and innovation. The information presented in this section distinguishes job retention and creation projects from infrastructure development and capacity-building projects. The former project type includes investments that retain and create permanent jobs. The latter project type includes infrastructure investments such as water/sewer or road/bridge construction, and capacity-building projects such as downtown revitalization, planning, and business incubators. This section further distinguishes between investments funded with special state appropriations or dedicated funding and those that are funded from discretionary ESD programs.

Unlike tax expenditures, which are often issued in the form of a certificate of tax credits, loans and grants are recognized by the awardee in the form of a direct financial payment. The amount disbursed for each program represents the total disbursements paid during this reporting period (FY 2019).

In assessing trends with respect to ESD's loan and grant programs, it is important to note that a year-to-year comparison of disbursements alone is not necessarily representative of trends in overall program activity. For example, a loan may be paid out at the beginning of a multi-year project and be recognized as a disbursement only in the project's first year, whereas grant programs typically operate on a reimbursement basis after a project has been completed. To provide another example, if a project were awarded a \$50 million grant in 2016 that was not disbursed as a lump sum reimbursement until 2019, the project's disbursement data would be \$0 in 2016, \$0 in 2017, \$0 in 2018 and \$50 million in 2019—even though the project itself may have been equally active during all four years.

Job Creation and Retention

In FY 2019, 121 projects that include job creation and retention commitments received \$311.2 million in disbursements from ESD. The total State award for these projects was \$2.3 billion, with \$8.0 billion in private investment. In total, these projects will result in a public/private investment of \$10.3 billion, and will create and retain 35,012 jobs.

For individual Loans and Grants Job Retention and Creation program tables, see Appendix 2.B – 2.J and 2.KK – 2.LL.

Infrastructure and Capacity Building

In FY 2019, 496 projects received \$591.0 million in disbursements from ESD. The total State award for these projects was \$1.8 billion, with \$1.4 billion in private investment. In total, these projects are expected to leverage a public/private investment of \$3.2 billion.

For individual Loans and Grants Infrastructure and Capacity Building tables, see Appendix 2.K – 2.JJ and 2.MM – 2.SS.

SECTION 3: MARKETING AND ADVERTISING

ESD's marketing and advertising programs are intended to market New York State to tourists and business leaders in order to grow its economy. This section provides data on ESD's business and tourism marketing efforts, including the Craft Beverage Marketing Program, Market NY, and the Tourism Promotion Matching Grants program. These efforts are advanced to position New York State as a great place to work, play and live, in order to drive economic development. Funding assistance can take the form of grants to third parties or direct marketing and advertising spending by ESD. The amount provided for each program represents the total disbursements issued during the FY 2019 reporting period.

In FY 2019, 183 projects received disbursements to market and promote New York State, an increase of 6.9 percent over FY 2018. These 183 projects received \$60.5 million in disbursements,

MARKETING AND ADVERTISING HIGHLIGHTS

As a result of ESD's business marketing and advertising programs, during FY 2019:

- For the third straight year, in FY 2018/19, NYS is again the #1 most-highly considered choice for business location/expansion among all competitive states tracked. That is, 62% of Business Decision Makers say they are very likely/somewhat likely to consider relocating/expanding to NYS, which is significantly higher than consideration for CA, PA, MA, NJ, CT, OH and IL⁶;
 - Average monthly ESD website visits were 68,157⁷.
- Based on ESD's tourism marketing and advertising efforts:
- For the third year in a row, **New York State is the #1 most considered tourist destination in the northeast**, surpassing New England states, New Jersey and Pennsylvania⁸;
 - New York State **welcomed nearly 253 million visitors** during calendar year 2018, an increase of more than 51 million since 2011⁹;
 - The **total economic impact of tourism** statewide reached a record high of **\$114.8 billion** during calendar year 2018, the highest in state history and nearly \$25 billion more than 2011¹⁰; and
 - Visitors to New York State in calendar year 2018 generated **\$71.8 billion** in direct spending¹¹.

In addition to funding third party projects, ESD also has a three-year contract with Lowe & Partners Worldwide Inc. d/b/a Campbell Ewald New York, for up-to \$100 million in advertising and marketing services. Campbell Ewald is ESD's marketing services partner and is the sole vendor associated with developing all marketing initiatives across multiple media for tourism and business attraction and retention promotion. Data reported does not have a regional or industry breakdown.

For individual marketing and advertising tables, see Appendix 3.A – 3.F.

⁶ In Market Tracking/Russell Research

⁷ ESD Data

⁸ In Market Tracking/Russell Research

⁹ Tourism Economics: The Economic Impact of Tourism in New York

¹⁰ Ibid

¹¹ Ibid

SECTION 4: INNOVATION

Innovation programs are administered by ESD's Division of Science, Technology and Innovation (NYSTAR), and are focused on supporting economic growth through the adoption and/or advancement of technology in partnership with SUNY, CUNY, private academic institutions and other entities. Innovation programs support a range of business services, including business incubators, and technical and process assistance etc.

Each program has different eligibility criteria and guidelines that determine when and how the funds can be disbursed. Programs in this section primarily fund academic and/or research institutions with the purpose of facilitating and commercializing applied research.

Some programs require businesses to report to ESD annually on actual economic impacts, and this self-reported data must be verified by ESD. As a result, the economic impact data is typically available on a one-year lag, whereas disbursement data is available for FY 2018. All economic impact data is therefore outlined separately, with the associated time period clearly noted for those tables.

In total, 87 Innovation projects received disbursements in FY 2019. The total amount disbursed to these 87 projects was \$56.6 million in FY 2019.

INNOVATION HIGHLIGHTS

Nearly every Innovation program realized a year-to-year increase in the number of locations receiving state disbursements. To highlight several examples: Innovation Hot Spots/Business Incubators increased from 20 locations receiving disbursements in FY 2018 to 30 locations in FY 2019; the Centers for Advanced Technology increased from 14 centers receiving disbursements in FY 2018 to 16 centers in FY 2019; and Digital Gaming hubs increased from one hub receiving disbursements in FY 2018 to two hubs in FY 2019.

These increases are due to these programs being phased in, and new centers coming online as these programs progress.

For individual program tables, see Appendix 4.A – 4.K

ADDITIONAL RESOURCES

In addition to the Comprehensive Economic Development Report, ESD regularly publishes reports on the performance of programs: <https://esd.ny.gov/esd-media-center/reports>. Links to many specific reports are also provided below, including those that provide details on ESD's job creation programs. The "Annual Report on Jobs Created and Retained" provides performance details on every ESD project receiving a grant or loan where there are job commitments, and the "Excelsior Jobs Quarterly Report" provides details on projects receiving tax credits in exchange for creating jobs. For more information please refer to:

Excelsior Jobs Program Quarterly Reports (Q1 – Q3 of 2018)

<https://esd.ny.gov/esd-media-center/reports/excelsior-jobs-program-quarterly-report-3312018>
<https://esd.ny.gov/esd-media-center/reports/excelsior-jobs-program-quarterly-report-63018>
<https://esd.ny.gov/esd-media-center/reports/excelsior-jobs-program-quarterly-report-93018>

Empire State Jobs Retention Program Quarterly Reports (Q1 – Q3 of 2018)

<https://esd.ny.gov/esd-media-center/reports/jobs-retention-program-3312018>
<https://esd.ny.gov/esd-media-center/reports/jobs-retention-program-63018>
<https://esd.ny.gov/esd-media-center/reports/jobs-retention-program-93018>

Annual Report on Jobs Created and Retained - 2017 (Calendar year 2017)

<https://esd.ny.gov/sites/default/files/2017-ESD-Annual-Job-Report.pdf>

Empire State Development Quarterly Status Reports (Q1 – Q4 of FY 2019, Q1 – Q2 of FY 2020)

<https://esd.ny.gov/esd-media-center/reports/esd-quarterly-status-reports-2018-2019>
<https://esd.ny.gov/esd-media-center/reports/empire-state-development-quarterly-status-reports-2019-2020>

Film Tax Credit Quarterly Reports (Q1 – Q4 of Calendar Year 2018, Q1 – Q2 of Calendar Year 2019)

<https://esd.ny.gov/esd-media-center/reports/film-tax-credit-2018-quarterly-reports>
<https://esd.ny.gov/esd-media-center/reports/film-tax-credit-2019-quarterly-reports>

Commercial Production Tax Credit – Annual Report (Calendar year 2016)

<https://esd.ny.gov/esd-media-center/reports/commercial-production-tax-credit-program-annual-report-2016>

Empire State Development Annual Program Report (FY 2019)

<https://esd.ny.gov/esd-media-center/reports/esd-annual-program-report-2018-2019>

Empire State Music and Theatrical Tax Credit Annual Report (Calendar Year 2018)

<https://esd.ny.gov/esd-media-center/reports/musical-and-theatrical-tax-credit-program-2018>

Independent Review of the Empire State Film Production & Post-Production Credit Programs (Calendar Years 2017 and 2018)

<https://esd.ny.gov/esd-media-center/reports/financial-operational-review-esd-film-credit-2017-18>

Economic Impact of the Film Industry in New York State (Calendar Years 2017 and 2018)

<https://esd.ny.gov/esd-media-center/reports/camoin-nys-film-report-2017-18>

NYSTAR Annual Report (Calendar Year 2017)

<https://esd.ny.gov/esd-media-center/reports/nystar-2017>

Appendices

APPENDIX 1: TAX EXPENDITURE PROGRAMS

- A. Summary Table
- B. Entertainment Tax Credit Programs
 - 1) Commercial Production Tax Credit
 - 2) Empire State Music and Theatrical Production Tax Credit
 - 3) Film Tax Credit Program (Production)
 - 4) Film Tax Credit Program (Post-Production)
- C. Excelsior Jobs Program
- D. START-UP NY

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Programs - Job Retention and Creation

- A. Summary Table
- B. Buffalo Regional Innovation Cluster
- C. Economic Development Fund
- D. Economic Development Purposes Fund
- E. Economic Transformation Program
- F. JOBS Now
- G. New York Works Economic Development Fund
- H. Regional Council Capital Fund
- I. Upstate Regional Blueprint
- J. Upstate Revitalization Initiative

Programs - Infrastructure Development and Capacity Building

- K. Buffalo Regional Innovation Cluster
- L. Department of State Office for New Americans
- M. Downstate Revitalization Fund
- N. Downtown Revitalization Initiative
- O. Economic Development Fund
- P. Economic Development Purposes Fund
- Q. Economic Transformation Program
- R. Electric Generation Facility Cessation Mitigation Program
- S. Entrepreneurial Assistance Program
- T. Innovation Venture Capital Fund
- U. Lake Ontario Business Flood Recovery
- V. Minority and Women Business Development and Lending Program
- W. Minority and Women Revolving Loan Trust Fund
- X. New Farmers Grant Fund
- Y. New NY Broadband Program
- Z. New York Works Economic Development Fund
- AA. Metropolitan Economic Revitalization Fund
- BB. NYS Life Sciences Initiative Fund
- CC. Port Authority Transportation, Economic Development and Infrastructure Fund
- DD. Regional Council Capital Fund

- EE. Regional Revolving Loan Trust Fund
- FF. Restore NY
- GG. Small Business Revolving Loan Trust Fund
- HH. Upstate Revitalization Initiative
- II. Upstate Regional Blueprint
- JJ. Urban and Community Development Program

Dedicated Funds/Special Appropriations - Job Retention and Creation

- KK. Dedicated Capital Projects Funding
- LL. Port Authority Transportation, Economic Development and Infrastructure Renewal

Dedicated Funds/Special Appropriations - Infrastructure Development and Capacity Building

- MM. Community Development Financial Institution Program
- NN. Dedicated Capital Project Funding
- OO. Hurricane Irene/Tropical Storm Lee Business Flood Recovery
- PP. Misc. Community and Local Development Projects
- QQ. Transformative Economic Development Program
- RR. Transformative Investment Program
- SS. Upstate City by City

APPENDIX 3: MARKETING AND ADVERTISING

- A. Summary Table
- B. Craft Beverage Marketing Program
- C. Economic Development Initiatives
- D. Market NY
- E. Miscellaneous Marketing Projects
- F. Tourism Promotion Matching Grants

APPENDIX 4: INNOVATION

- A. Summary Table
- B. Centers for Advanced Technology
- C. Centers of Excellence
- D. Game Development Centers/Digital Gaming Hubs
- E. Focus Centers
- F. Innovation Hot Spots and New York State Certified Business Incubators
- G. Innovation Economy Matching Grants
- H. Manufacturing Extension Partnership
- I. Science and Technology Law Center
- J. Technology Transfer Incentive Program
- K. Additional Jobs Related Data
 - 1) Centers for Advanced Technology
 - 2) Centers of Excellence
 - 3) Innovation Hot Spots/Incubators
 - 4) Manufacturing Extension Partnership

Program Definitions

1. TAX EXPENDITURE PROGRAMS

- **Commercial Tax Credit** – designed to increase the production of commercial filming in the state. Credits can be used to encourage qualified production companies to produce commercials in the state and help create and maintain jobs.
- **Empire State Music and Theatrical Production Tax Credit** – designed to encourage musical and theatrical production companies to conduct pre-tour activities and technical rehearsals and to perform shows in qualified regional theaters throughout Upstate.
- **Employee Training Incentive Program** – provides refundable tax credits to New York State employers for skills training that upgrades or improves the productivity of their employees. Businesses can also receive tax credits for approved internship programs that provide training in advanced technology, life sciences, software development or clean energy.
- **Excelsior Jobs Program** – provides job creation and investment incentives to firms in targeted industries. Firms in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for tax credits.
- **Film Tax Credit (Production)** – designed to strengthen the film production industry in the state and its positive impact on the state's economy. Program credits can be used to encourage companies to produce film projects in New York and help create and maintain film industry jobs.
- **Film Tax Credit (Post-Production)** – designed to strengthen the post-production industry in the state and its positive impact on the state's economy. Program credits can be used to encourage companies to perform post-production work in New York State, to help create and maintain post-production film industry jobs.
- **Jobs Retention Program** – provides financial incentives to retain strategic businesses and jobs that are at risk of leaving the state due to the impact on business operations from a natural disaster.

- **Life Sciences Tax Credit Program** – designed to support new life sciences businesses locating, inventing, commercializing, and producing in New York State.
- **START-UP NY** – helps new and expanding businesses through tax-based incentives and innovative academic partnerships. START-UP NY offers new and expanding businesses the opportunity to operate tax-free for 10 years on or near eligible university or college campuses in the state.

2. LOANS AND GRANTS PROGRAMS

- **Buffalo Regional Innovation Cluster** – an appropriation to create thousands of jobs and to spur new investment and economic activity in and around the City of Buffalo.
- **Community Development Financial Institution Program** – an appropriation that provides micro-loans to businesses that do not qualify for bank loans, as well as one-on-one counseling and business development assistance to facilitate credit-readiness.
- **Department of State Office for New Americans** – an appropriation to be disbursed over a three-year period beginning 01/01/2016 and ending 12/31/2018 to help new Americans interested in starting their own business and achieving self-employment by providing "Immigrant Entrepreneurship Training" and technical assistance. The fund is operated through a network of Opportunity Centers within an existing and diverse array of 27 community-based organizations.
- **Downstate Revitalization Fund (DRF)** – an appropriation enacted in FY 2009 to promote economic development by facilitating the creation and retention of jobs or other economic activity downstate.
- **Downtown Revitalization Initiative** – invests \$100 million into 10 additional downtown neighborhoods across the state. Each of the State's ten Regional Economic Development Councils (REDCs) will solicit applications and choose one downtown that is ripe for revitalization and has the potential to become a magnet for redevelopment, business, job creation, greater economic and housing diversity, and opportunity.
- **Economic Development Fund** – an appropriation, first made in 1996, that provides assistance for projects that promote the economic health of the state by facilitating the creation or retention of jobs, or the increase of business activity.
- **Economic Development Purposes Fund** – an appropriation established in the FY 2012 budget that made funding available for economic development across the state for business investment, infrastructure investment, and economic growth investment initiatives.
- **Economic Transformation Program** – an appropriation to assist communities affected by closures of the state's correctional and juvenile justice facilities.
- **Electric Generation Facility Cessation Mitigation Program** – grant funding for eligible local government entities demonstrating qualifying reductions in property taxes and/or payments in lieu of taxes owed by an electric company.
- **Entrepreneurial Assistance Program** – establishes Entrepreneurship Assistance Centers in local communities to provide instruction, training, technical assistance and support services to individuals who have recently started their own business or are interested in starting a business.
- **JOBS NOW** – promotes the state's economic health and the increase of economic activity by encouraging the expansion of current businesses and attraction of new businesses; primarily targeting companies that create at least 300 new permanent, full-time private sector jobs.
- **Innovation Venture Capital Fund** – a venture capital fund that invests in seed and early-stage businesses throughout the state. The fund provides critical funding to promote the commercialization of new technologies, encourage job creation, and drive economic growth.
- **Lake Ontario Business Flood Recovery Program** – provides funding for business resiliency projects in Cayuga, Jefferson, Monroe, Niagara, Orleans, Oswego, St. Lawrence, and Wayne counties impacted by historic flooding.
- **Metropolitan Economic Revitalization Fund** – provides loans to businesses or governments investing in projects that retain or create a significant

number of private-sector jobs in economically distressed areas that are within the geographic area known as the NEW YORK portion of the service area of the Port Authority of New York and New Jersey. These areas include New York City and parts of Nassau, Westchester and Rockland counties.

- **Minority and Women Business Development and Lending Program (MWBDLP)** – provides financial assistance to minority- and women-owned business enterprises (M/WBEs) in the state, as well as to projects and programs that assist the development of entrepreneurship among minority persons and women in New York State.
- **Minority and Women Revolving Loan Trust Fund (MWRLTF)** – a loan trust fund created by the state in 1995 for the purpose of making low-cost financial assistance available to minority- and women-owned businesses that are unable to access traditional financial services.
- **New Farmers Grant Fund** – grants to support beginning farmers who have chosen farming as a career and who materially and substantially participate in the production of an agricultural product on their farm.
- **New NY Broadband Program** – the \$500 million New NY Broadband Program provides grant funding to support projects that deliver high-speed Internet access to unserved and underserved areas of the state.
- **New York Works Economic Development Fund** – an appropriation to support economic development.
- **NYS Life Sciences Initiative Fund** – the FY 2018 Budget enacted the \$620 million initiative to spur the growth of a world-class life science research cluster in New York, as well as expand the state's ability to commercialize this research and grow the economy.
- **Regional Council Capital Fund** – an appropriation established under the Governor's Regional Economic Development Council initiative to support capital-based economic development initiatives intended to create or retain jobs, prevent or reduce unemployment and underemployment, and to increase business activity in a community or region.
- **Regional Revolving Loan Trust Fund** – a loan trust fund operated by regional non-profit organizations in the state for the purpose of making working capital

loans and loan guarantees to small businesses located within the state that generate economic growth and job creation and are unable to obtain adequate credit or adequate terms from commercial lenders.

- **Restore New York Communities Initiative (Restore NY)** – appropriations made in various fiscal years to aid municipalities with real property in need of demolition/deconstruction, rehabilitation or reconstruction, for both commercial and residential property.
- **Small Business Revolving Loan Trust Fund** – a loan trust fund designed to create economic activity by providing greater access to capital for small businesses. The program is targeted to small businesses that have had difficulty accessing regular credit markets.
- **Upstate Regional Blueprint Fund** – an appropriation in FY 2009 to promote the economic development of upstate by facilitating the creation and retention of jobs or other economic activity.
- **Upstate Revitalization Initiative (URI)** – a program modeled after the success of the Buffalo Billion Initiative that aims to systematically revitalize the economy of other upstate communities and regions.
- **Urban and Community Development Program** – an appropriation that promotes economic development by encouraging economic and employment opportunities in targeted communities and urban areas.
- **World Trade Center Job Creation and Retention Program** – a grant program funded by a block grant from the U.S. Department of Housing & Urban Development focused on attracting firms from other parts of New York City to the Lower Manhattan area.

Additional Non-Discretionary/Dedicated Funding

ESD also administers a number of special loan and grant initiatives, which include:

- Dedicated Capital Project Funding¹²
- Hurricane Irene – Tropical Storm Lee Business Flood Recovery
- Military Base Retention & Research

- Misc. Community and Local Development Projects¹³
- New Era Field Capital (Buffalo Bills)
- Port Authority Transportation, Economic Development & Infrastructure Fund
- SUNY Polytechnic Institute
- Transformative Economic Development Program
- Upstate City by City

3. MARKETING AND ADVERTISING

- **Craft Beverage Marketing Program** – established in FY 2015 allowing the New York Power Authority (NYPA) to provide funding to ESD to establish the state's Craft Beverage "Regional Marketing" Grant Program. The program supports marketing initiatives that target craft beverage businesses throughout the state.
- **Economic Development Initiatives** – funding available for business marketing and tourism promotion campaigns.
- **Market NY** – an appropriation initiated out of the Regional Council funding process to support regionally themed projects by promoting tourism destinations and attractions in order to bolster tourism growth. Funds are allocated through the Regional Economic Development Councils.
- **Tourism Promotion Matching Grants** – provides funding to Tourism Promotion Agencies (TPAs) to market their destination to increase the number of visitors and the level of spending across the state. The program's priorities are to reach new market areas and expand current programs that have the potential to result in overnight visitation.

4. INNOVATION

- **Centers for Advanced Technology (CATs)** – seventeen centers that facilitate applied research and technology transfer and encourage greater collaboration between private industry and state universities in the development and application of new technologies.
- **Centers of Excellence (CoEs)** – twelve centers that facilitate joint university-industry research and development, product commercialization, and workforce training.

- **Game Development Centers/Digital Gaming Hubs**¹⁴ – three centers which support early-stage companies and foster gaming community collaboration among students, industry, and entrepreneurs.

- **Faculty Development Program** – a program that assists New York State institutions of higher education in the recruitment and retention of leading entrepreneurial research faculty in science and technology fields with strong commercial potential.

- **Focus Centers** – a strategic partnership between RPI; SUNY Poly; ESD; and the microelectronics, optoelectronics, bioelectronics, and telecommunication industries in the U.S. Its aim is to act as a research and development resource for the creation of the science and technology base for future generations of integrated circuitry (IC) products.

- **Innovation Hot Spots and New York State-Certified Business Incubators** – there are twenty Innovation Hot Spots and Certified Business Incubators, which receive funding to reach a greater number of early-stage companies. Support may vary by location, but generally includes physical space, shared staff, access to capital, coaching, mentoring, networking connections, prototype development, and access to other technical services. Innovation Hot Spots also coordinate regional entrepreneurial ecosystems and can offer tax benefits to client businesses.

- **Innovation Economy Matching Grants** – commitments to strengthen applicants' proposals for funding from federal agencies, foundations, and other grant-making organizations. Higher education and non-profit research institutions in New York State are eligible to apply for these matching funds in an effort to attract more R&D funding to support technology development and commercialization.

- **NY Manufacturing Extension Partnership (MEP)** – a network of 11 organizations that provide growth and innovation services to small and mid-sized manufacturers in every corner of the state to help them create and retain jobs, increase profits, and save time and money.

- **Science and Technology Law Center** – dedicated to providing legal research, education and information to entrepreneurs and companies to help commercialize new technologies from lab to market.

NOTES

The Appendices include program-level reports rather than project-level reports. In other words, all data is aggregated and presented at the program level.

Loans and Grants is the largest appendix section and has been organized into four general categories:

1. Job creation and retention programs
2. Infrastructure and capacity building programs
3. Dedicated funds or special appropriations (i.e. specific projects) that create and/or retain jobs
4. Dedicated funds or special appropriations for infrastructure and capacity building

Jobs data is provided for loan and grant categories 1 and 3 but is not provided for 2 and 4, as these program disbursements are not tied to job creation. The Appendices provide individual tables for each program within the four sections, aggregated at the industry and regional level where appropriate.

The Appendices further distinguish between programs that measure job creation as a condition of receiving state assistance from those that more broadly support economic development infrastructure (i.e. investments in workforce, waterfronts, walkable communities, marketing and advertising efforts, and university research.)

The naming convention of identical categories in this report may vary slightly from program to program. For example, START-UP NY displays "Total Reported Investment" while the Excelsior Jobs Program displays "Total Project Cost." Both are measures of total investment from public and private sources, however, each program measure conforms to the specific language articulated in that program's enabling legislation.

¹² Funding for a number of individual, non-discretionary projects where ESD acts as grantor

¹³ Funding for legislative projects and miscellaneous community development projects (i.e. Economic & Community Development, Community Capital Assistance Program, State & Municipal Facilities Program)

¹⁴ Game Development Centers are funded through a Center of Excellence appropriation and are not one of the CoE centers noted above.

APPENDIX 1: TAX EXPENDITURE PROGRAMS

1.A

Program	Projects Issued	Credits	Credits Issued ¹⁵
Commercial Production	0	\$0	
Empire State Musical and Theatrical Production Tax Credit	2	\$1,491,537	
Employee Training Incentive Program	0	\$0	
Excelsior Jobs	100	\$30,248,481	
Film Tax Credit (Production)	172	\$721,212,646	
Film Tax Credit (Post-Production)	74	\$28,214,191	
Jobs Retention Program	3	\$8,903,582	
Life Science Tax Credit Program	0	\$0	
START-UP NY	187	\$10,066,200	
TOTAL	538	\$800,136,637	

1.B

ENTERTAINMENT INDUSTRY TAX CREDIT PROGRAMS				
Program	No. of Projects	Credits Issued	Total NY Project Cost	Project Hires
Commercial Production	0	\$0	\$0	0
Empire State Musical and Theatrical Production	2	\$1,491,537	\$5,975,149	535
Film Production	172	\$721,212,646	\$3,288,536,839	223,590
Post-Production	74	\$28,214,191	\$110,542,587	1,359
Total	248	\$750,918,374	\$3,405,054,575	225,484

1.C

EXCELSIOR JOBS PROGRAM							
Industry	No. of Projects	Credits Issued	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Agribusiness and Food Processing	2	\$56,662	\$502,000	\$10,566,665	182	55	237
Back Office	16	\$4,805,047	\$56,837,825	\$1,239,274,780	5,593	2,504	8,097
Distribution	7	\$3,147,057	\$38,555,228	\$354,517,000	5,087	2,972	8,059
Financial Services	3	\$12,575,163	\$58,470,010	\$378,308,015	4,663	2,304	6,967
Manufacturing	55	\$6,593,816	\$57,782,969	\$950,880,892	9,761	3,140	12,901
New Media	2	\$604,943	\$9,800,000	\$52,681,180	575	740	1,315
Scientific R&D	6	\$1,360,204	\$11,202,180	\$79,070,000	982	321	1,303
Software Development	9	\$1,105,589	\$24,160,000	\$40,812,057	5,235	1,430	6,665
TOTAL INDUSTRY	100	\$30,248,481	\$257,310,212	\$3,106,110,589	32,078	13,466	45,544

¹⁵ Tax benefits in the START-UP NY program are claimed directly by eligible employees and businesses via tax return filings with the Department of Taxation and Finance. ESD does not directly issue credits for START-UP NY; the estimated value of the credits claimed are reported to ESD by the businesses.

EXCELSIOR JOBS PROGRAM continued							
Region	No. of Projects	Credits Issued	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Capital	2	\$478,667	\$750,000	\$30,000,000	372	32	404
Central	10	\$1,026,579	\$12,019,415	\$165,911,445	1,723	531	2,254
Finger Lakes	14	\$2,448,527	\$20,146,256	\$303,241,160	2,029	960	2,989
Long Island	14	\$2,567,078	\$26,926,438	\$113,613,000	4,246	1,243	5,489
Mid-Hudson	13	\$3,900,270	\$52,934,220	\$1,532,684,087	6,000	2,989	8,989
Mohawk Valley	2	\$45,204	\$598,000	\$16,870,000	213	33	246
North Country	3	\$175,377	\$1,194,580	\$9,543,206	69	128	197
New York City	22	\$15,728,933	\$109,634,863	\$666,265,122	11,735	6,040	17,775
Southern Tier	6	\$1,023,760	\$7,224,300	\$76,231,554	817	285	1,102
Western	14	\$2,854,086	\$25,882,140	\$191,751,015	4,874	1,225	6,099
TOTAL REGION	100	\$30,248,481	\$257,310,212	\$3,106,110,589	32,078	13,466	45,544

1.D

START-UP NY							
Industry	No. of Projects	Total Reported Investment	Tax Benefits Reported by Business	Reported Personal Income Tax Exclusion	Total Tax Benefits Claimed	New Jobs ¹⁶	Net New Jobs ¹⁷
Agribusiness and Food Processing	5	\$91,692	\$1,709	\$15,190	\$16,899	36	31
Back Office	8	\$1,763,971	\$151,629	\$162,369	\$313,998	79	43
Computer/Information Technology	25	\$15,813,090	\$55,480	\$1,196,741	\$1,252,221	529	442
High-Technology	22	\$1,561,560	\$408,449	\$1,114,919	\$1,523,368	226	191
Life Sciences	41	\$2,690,255	\$192,850	\$1,206,793	\$1,399,643	278	179
Manufacturing	26	\$2,930,704	\$25,972	\$784,094	\$810,066	309	209
New Media	6	\$2,000	\$2,134	\$41,173	\$43,307	21	13
Research and Development	19	\$564,701	\$3,651	\$1,727,389	\$1,731,040	113	69
Software Development	35	\$1,133,015	\$207,807	\$2,767,851	\$2,975,658	485	241
TOTAL INDUSTRY	187	\$26,550,988	\$1,049,681	\$9,016,519	\$10,066,200	2,076	1,418
Region	No. of Projects	Total Reported Investment	Tax Benefits Reported by Business	Reported Personal Income Tax Exclusion	Total Tax Benefits Claimed	New Jobs	Net New Jobs
Capital	28	\$210,464	\$125,263	\$383,579	\$508,842	237	158
Central	6	\$17,687	\$20,136	\$127,545	\$147,681	65	53
Finger Lakes	9	\$12,021,038	\$9,663	\$727,313	\$736,976	357	273
Long Island	11	\$852,594	\$6,599	\$249,599	\$256,198	41	24
Mid-Hudson	10	\$2,360,051	\$407,924	\$1,025,784	\$1,433,708	157	146
Mohawk Valley	4	\$16,367	\$6,080	\$19,347	\$25,427	8	6
New York City	38	\$5,090,575	\$228,394	\$1,482,310	\$1,710,704	252	156
North Country	4	\$187,385	\$2,178	\$63,937	\$66,115	52	28
Southern Tier	15	\$225,815	\$4,798	\$156,570	\$161,368	76	57
Western	62	\$5,569,012	\$238,646	\$4,780,535	\$5,019,181	831	517
TOTAL REGION	187	\$26,550,988	\$1,049,681	\$9,016,519	\$10,066,200	2,076	1,418

¹⁶ New Jobs are reported by the participating businesses that were created in the Tax-Free Area through the reporting year.

¹⁷ A net new job is a full-time job, or equivalent to a full-time job, requiring at least 35 hours of work, and is filled for more than six months during the location year for which the tax benefits are being granted.

APPENDIX 2: LOANS AND GRANTS PROGRAMS

2.A

Program	Number of Projects	Amount Disbursed
Buffalo Regional Innovation Center	30	\$93,970,661
Community Development Financial Institutions	39	\$2,068,109
Dedicated Capital Projects Funding	17	\$336,236,093
Department of State Office for New Americans	14	\$23,625
Downstate Revitalization Fund	1	\$1,032,167
Downtown Revitalization Initiative	2	\$2,647,939
Economic Development Fund	44	\$22,455,134
Economic Development Purposes Fund	9	\$944,902
Economic Transformation Program	2	\$4,259,990
Electric Generation Facility Cessation Mitigation Program	5	\$12,427,853
Entrepreneurial Assistance Program	33	\$1,451,226
Hurricane Irene/Tropical Storm Lee Business Flood Recovery	8	\$1,618,540
Innovation Venture Capital Fund	6	\$3,417,333
Jobs Now	2	\$7,041,226
Lake Ontario Business Flood Recovery	1	\$2,114,004
Metropolitan Economic Revitalization Fund	3	\$1,000,000
Minority and Women Business Development and Lending Program	6	\$170,696
Minority Revolving Loan Fund	4	\$899,315
Minority and Women Revolving Loan Trust Fund	7	\$511,948
Misc. Community and Local Development Projects	56	\$9,356,041
New Farmers Grant Fund	22	\$830,571
New NY Broadband Program	64	\$110,138,321
New York Works Economic Development Fund	17	\$44,238,875
NYS Life Sciences Initiative Fund	5	\$11,218,035
Port Authority Transportation, Economic Development and Infrastructure Fund	2	\$3,159,182
Regional Council Capital Fund	138	\$96,726,117
Regional Revolving Loan Trust Fund	11	\$1,924,974
Restore NY	11	\$10,486,962
Small Business Revolving Loan Trust Fund	4	\$816,666
Transformative Economic Development Program	1	\$4,000,000
Transformative Investment Program	3	\$37,867,946
Upstate City by City	1	\$100,000
Upstate Regional Blueprint	4	\$3,470,000
Upstate Revitalization Initiative	27	\$72,588,336
Urban and Community Development Program	18	\$959,759
TOTAL	617	\$902,172,547

Job Retention and Creation

2.B

BUFFALO REGIONAL INNOVATION CLUSTER							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Scientific R&D	2	\$4,000,000	\$93,500,000	\$316,000,000	0	740	740
Health Care/Social Assist	1	\$1,897,695	\$7,947,695	\$7,947,695	0	50	50
TOTAL INDUSTRY	3	\$5,897,695	\$101,447,695	\$323,947,695	0	790	790
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Western	3	\$5,897,695	\$101,447,695	\$323,947,695	0	790	790
TOTAL REGION	3	\$5,897,695	\$101,447,695	\$323,947,695	0	790	790

2.C

ECONOMIC DEVELOPMENT FUND							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Ag/Forestry/Fishing/Hunting	2	\$90,000	\$180,000	\$1,080,000	1	9	10
Arts, Entertain/Rec	1	\$500,000	\$4,000,000	\$49,328,428	100	200	300
Chemical Mfg	1	\$325,000	\$650,000	\$6,649,077	117	10	127
Elec Equip/Appliance Mfg	1	\$162,500	\$650,000	\$1,775,000	152	3	155
Food Mfg	8	\$6,366,845	\$11,175,845	\$91,799,810	1,514	447	1,961
Machinery Mfg	4	\$156,230	\$605,000	\$28,596,000	391	72	463
Misc Mfg	8	\$3,735,000	\$10,900,000	\$305,776,537	983	134	1,117
Primary Metal Mfg	6	\$2,114,500	\$6,277,000	\$210,914,308	1,414	207	1,621
Printing/Rel Supp Activities	1	\$500,000	\$2,500,000	\$10,750,000	469	39	508
Real Estate/Rental	2	\$545,000	\$845,000	\$13,516,000	524	73	597
Scientific R&D	1	\$325,000	\$500,000	\$22,872,389	54	30	84
Transportation/Warehousing	2	\$3,190,000	\$16,000,000	\$61,852,847	450	100	550
TOTAL INDUSTRY	37	\$18,010,075	\$54,282,845	\$804,910,396	6,169	1,324	7,493
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Capital	1	\$60,000	\$60,000	\$520,000	0	8	8
Central	2	\$1,300,000	\$5,050,000	\$201,879,308	1,028	100	1,128
Finger Lakes	7	\$2,751,250	\$3,355,000	\$40,324,496	412	207	619
Long Island	5	\$1,396,870	\$7,401,870	\$279,146,208	717	125	842
Mid-Hudson	4	\$901,475	\$1,713,975	\$19,575,391	386	153	539
Mohawk Valley	4	\$839,500	\$3,402,000	\$13,470,329	660	49	709
New York City	5	\$4,625,000	\$21,100,000	\$162,166,591	1,026	334	1,360
North Country	1	\$86,000	\$400,000	\$14,000,000	709	34	743
Southern Tier	1	\$2,800,000	\$5,000,000	\$10,000,000	0	150	150
Western	7	\$3,249,980	\$6,800,000	\$63,828,073	1,231	164	1,395
TOTAL REGION	37	\$18,010,075	\$54,282,845	\$804,910,396	6,169	1,324	7,493

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Job Retention and Creation

2.D

ECONOMIC DEVELOPMENT PURPOSES FUND							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Food Mfg	1	\$150,000	\$200,000	\$3,455,000	90	35	125
TOTAL INDUSTRY	1	\$150,000	\$200,000	\$3,455,000	90	35	125
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Western	1	\$150,000	\$200,000	\$3,455,000	90	35	125
TOTAL REGION	1	\$150,000	\$200,000	\$3,455,000	90	35	125

2.E

ECONOMIC TRANSFORMATION PROGRAM							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Real Estate/Rental	1	\$350,000	\$500,000	\$3,564,943	0	22	22
TOTAL INDUSTRY	1	\$350,000	\$500,000	\$3,564,943	0	22	22
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Mohawk Valley	1	\$350,000	\$500,000	\$3,564,943	0	22	22
TOTAL REGION	1	\$350,000	\$500,000	\$3,564,943	0	22	22

2.F

JOBS NOW							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Transportation/Warehousing	1	\$141,226	\$778,726	\$12,928,726	0	322	322
Primary Metal Mfg	1	\$6,900,000	\$6,900,000	\$132,800,000	0	164	164
TOTAL INDUSTRY	2	\$7,041,226	\$7,678,726	\$145,728,726	0	486	486
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Mid-Hudson	1	\$141,226	\$778,726	\$12,928,726	0	322	322
Southern Tier	1	\$6,900,000	\$6,900,000	\$132,800,000	0	164	164
TOTAL REGION	2	\$7,041,226	\$7,678,726	\$145,728,726	0	486	486

Job Retention and Creation

2.G

NEW YORK WORKS ECONOMIC DEVELOPMENT FUND							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Primary Metal Mfg	1	\$2,396,270	\$23,000,000	\$23,000,000	600	0	600
Real Estate/Rental	1	\$1,000,000	\$1,000,000	\$10,299,300	70	500	570
TOTAL INDUSTRY	2	\$3,396,270	\$24,000,000	\$33,299,300	670	500	1,170
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Finger Lakes	1	\$1,000,000	\$1,000,000	\$10,299,300	70	500	570
North Country	1	\$2,396,270	\$23,000,000	\$23,000,000	600	0	600
TOTAL REGION	2	\$3,396,270	\$24,000,000	\$33,299,300	670	500	1,170

2.H

REGIONAL COUNCIL CAPITAL FUND							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Agr/Forestry/Fishing/Hunting	1	\$48,000	\$48,000	\$221,822	9	0	9
Arts, Entertain/Rec	2	\$1,242,645	\$2,120,000	\$11,345,000	77	3	80
Educational Svcs	2	\$3,111,000	\$3,111,000	\$34,932,018	1,959	239	2,198
Food Mfg	6	\$546,000	\$844,000	\$5,090,165	72	51	123
Misc Mfg	20	\$5,780,460	\$10,051,710	\$153,251,295	1,810	578	2,388
Motion Picture and Video Distribution	1	\$160,000	\$1,600,000	\$17,579,955	0	16	16
Other Profess/Scient/Tech Svcs	4	\$1,449,400	\$3,997,000	\$58,139,565	325	138	463
Real Estate/Rental	9	\$15,327,500	\$25,725,000	\$303,893,505	407	902	1,309
Scientific R&D	5	\$5,640,000	\$8,850,000	\$140,855,806	6,569	104	6,673
Telecomm Carrier/Svcs	1	\$4,000,000	\$5,000,000	\$37,125,000	321	145	466
Transportation/Warehousing	1	\$110,000	\$300,000	\$7,653,797	110	20	130
TOTAL INDUSTRY	52	\$37,415,005	\$61,646,710	\$770,087,928	11,659	2,196	13,855

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Job Retention and Creation

REGIONAL COUNCIL CAPITAL FUND continued							
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Capital	6	\$4,725,000	\$4,850,000	\$55,293,542	297	167	464
Central	10	\$10,478,000	\$12,978,000	\$101,414,774	1,229	644	1,873
Finger Lakes	1	\$535,000	\$135,000	\$300,000	12	3	15
Long Island	10	\$7,527,210	\$11,422,210	\$302,885,514	8,057	516	8,573
Mid-Hudson	7	\$4,299,750	\$5,249,000	\$47,548,028	1,575	290	1,865
Mohawk Valley	4	\$599,400	\$1,597,000	\$3,894,206	122	53	175
New York City	2	\$960,000	\$10,600,000	\$181,936,323	0	389	389
North Country	4	\$4,518,000	\$5,668,000	\$38,606,822	15	58	73
Southern Tier	7	\$2,737,645	\$5,147,500	\$29,208,719	352	51	403
Western	1	\$1,035,000	\$4,000,000	\$9,000,000	0	25	25
TOTAL REGION	52	\$37,415,005	\$61,646,710	\$770,087,928	11,659	2,196	13,855

2.I

UPSTATE REGIONAL BLUEPRINT							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Misc Mfg	1	\$350,000	\$350,000	\$4,100,000	732	60	792
Real Estate/Rental	1	\$120,000	\$5,200,000	\$57,699,000	0	8	8
TOTAL INDUSTRY	2	\$470,000	\$5,550,000	\$61,799,000	732	68	800
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Finger Lakes	1	\$120,000	\$5,200,000	\$57,699,000	0	8	8
North Country	1	\$350,000	\$350,000	\$4,100,000	732	60	792
TOTAL REGION	2	\$470,000	\$5,550,000	\$61,799,000	732	68	800

2.J

UPSTATE REVITALIZATION INITIATIVE							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Educational Svcs	1	\$2,000,000	\$10,000,000	\$20,000,000	0	15	15
Misc Mfg	6	\$5,308,010	\$9,235,680	\$137,916,472	352	298	650
Public Admin/Gov	2	\$1,425,000	\$2,400,000	\$15,035,847	284	42	326
Real Estate/Rental	2	\$3,000,000	\$4,200,000	\$21,531,603	0	35	35
Scientific R&D	2	\$5,430,316	\$40,000,000	\$100,800,000	425	263	688
Transportation/Warehousing	2	\$13,675,000	\$35,250,000	\$209,950,000	1,025	719	1,744
TOTAL INDUSTRY	15	\$30,838,326	\$101,085,680	\$505,233,922	2,086	1,372	3,458
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Projected Total Jobs
Central	7	\$8,342,816	\$42,975,000	\$144,171,258	881	350	1,231
Finger Lakes	3	\$6,375,000	\$19,200,000	\$141,406,247	168	289	457
Southern Tier	5	\$16,120,510	\$38,910,680	\$219,656,417	1,037	733	1,770
TOTAL REGION	15	\$30,838,326	\$101,085,680	\$505,233,922	2,086	1,372	3,458

Infrastructure Development and Capacity Building

2.K

BUFFALO REGIONAL INNOVATION CLUSTER				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	4	\$4,035,146	\$19,700,000	\$21,801,557
Health Care/Social Assist	1	\$5,000,000	\$15,000,000	\$212,735,488
Other Profess/Scient/Tech	6	\$14,464,636	\$54,249,503	\$62,029,173
Public Admin/Gov	4	\$6,692,869	\$10,000,000	\$15,001,756
Real Estate/Rental	11	\$47,880,315	\$53,567,650	\$140,458,211
Scientific R&D	1	\$10,000,000	\$30,000,000	\$30,000,000
TOTAL INDUSTRY	27	\$88,072,966	\$182,517,153	\$482,026,185
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Western	27	\$88,072,966	\$182,517,153	\$482,026,185
TOTAL REGION	27	\$88,072,966	\$182,517,153	\$482,026,185

2.L

DEPARTMENT OF STATE OFFICE FOR NEW AMERICANS				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Gov	14	\$23,625	\$51,750	\$58,500
TOTAL INDUSTRY	14	\$23,625	\$51,750	\$58,500
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	1	\$750	\$2,250	\$2,250
Finger Lakes	1	\$750	\$2,250	\$2,250
Long Island	2	\$4,875	\$9,000	\$9,000
Mid-Hudson	2	\$5,250	\$11,250	\$18,000
Mohawk Valley	1	\$1,500	\$2,250	\$2,250
New York City	6	\$9,375	\$22,500	\$22,500
Western	1	\$1,125	\$2,250	\$2,250
TOTAL REGION	14	\$23,625	\$51,750	\$58,500

2.M

DOWNSTATE REVITALIZATION FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	1	\$1,032,167	\$8,269,323	\$8,269,323
TOTAL INDUSTRY	1	\$1,032,167	\$8,269,323	\$8,269,323
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Mid-Hudson	1	\$1,032,167	\$8,269,323	\$8,269,323
TOTAL REGION	1	\$1,032,167	\$8,269,323	\$8,269,323

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Infrastructure Development and Capacity Building

2.N

DOWNTOWN REVITALIZATION INITIATIVE				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Real Estate/Rental	1	\$2,563,589	\$4,000,000	\$14,571,284
Telecomm Carrier/Svcs	1	\$84,350	\$84,350	\$84,350
TOTAL INDUSTRY	2	\$2,647,939	\$4,084,350	\$14,655,634
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Southern Tier	1	\$2,563,589	\$4,000,000	\$14,571,284
New York City	1	\$84,350	\$84,350	\$84,350
TOTAL REGION	2	\$2,647,939	\$4,084,350	\$14,655,634

2.O

ECONOMIC DEVELOPMENT FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	4	\$2,937,843	\$3,291,000	\$5,091,000
Global NY	1	\$78,585	\$87,195	\$174,390
Other Profess/Scient/Tech Svcs	1	\$1,129	\$600,000	\$600,000
Real Estate/Rental	1	\$1,427,502	\$3,500,000	\$24,000,000
TOTAL INDUSTRY	7	\$4,445,059	\$7,478,195	\$29,865,390
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Central	3	\$1,425,729	\$2,241,000	\$4,041,000
Mid-Hudson	1	\$1,427,502	\$3,500,000	\$24,000,000
North Country	3	\$1,591,828	\$1,737,195	\$1,824,390
TOTAL REGION	7	\$4,445,059	\$7,478,195	\$29,865,390

2.P

ECONOMIC DEVELOPMENT PURPOSES FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Agr/Forestry/Fishing/Hunting	1	\$80,000	\$500,000	\$1,000,000
Arts, Entertain/Rec	3	\$398,614	\$3,620,000	\$5,944,625
Other Profess/Scient/Tech Svcs	3	\$272,000	\$556,000	\$865,000
Real Estate/Rental	1	\$44,289	\$620,000	\$620,000
TOTAL INDUSTRY	8	\$794,902	\$5,296,000	\$8,429,625
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Central	1	\$27,000	\$100,000	\$100,000
Finger Lakes	1	\$175,000	\$1,500,000	\$3,600,125
Long Island	4	\$352,000	\$1,056,000	\$1,865,000
North Country	1	\$44,289	\$620,000	\$620,000
Western	1	\$196,614	\$2,020,000	\$2,244,500
TOTAL REGION	8	\$794,902	\$5,296,000	\$8,429,625

Infrastructure Development and Capacity Building

2.Q

ECONOMIC TRANSFORMATION PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Government	1	\$3,909,990	\$8,500,000	\$10,578,000
TOTAL INDUSTRY	1	\$3,909,990	\$8,500,000	\$10,578,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Mohawk Valley	1	\$3,909,990	\$8,500,000	\$10,578,000
TOTAL REGION	1	\$3,909,990	\$8,500,000	\$10,578,000

2.R

ELECTRIC GENERATION FACILITY CESSION MITIGATION PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Gov	5	\$12,427,853	\$27,517,837	\$27,517,837
TOTAL INDUSTRY	5	\$12,427,853	\$27,517,837	\$27,517,837
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Western	5	\$12,427,853	\$27,517,837	\$27,517,837
TOTAL REGION	5	\$12,427,853	\$27,517,837	\$27,517,837

2.S

ENTREPRENEURSHIP ASSISTANCE CENTERS				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Gov	33	\$1,451,226	\$2,649,490	\$2,649,490
TOTAL INDUSTRY	33	\$1,451,226	\$2,649,490	\$2,649,490
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	1	\$40,733	\$81,465	\$81,465
Central	2	\$69,598	\$157,907	\$157,907
Finger Lakes	1	\$34,293	\$81,465	\$81,465
Long Island	3	\$118,524	\$239,372	\$239,372
Mid-Hudson	1	\$40,733	\$81,465	\$81,465
Mohawk Valley	1	\$40,733	\$81,465	\$81,465
New York City	17	\$829,136	\$1,371,165	\$1,371,165
North Country	2	\$78,954	\$157,907	\$157,907
Southern Tier	2	\$78,837	\$157,907	\$157,907
Western	3	\$119,686	\$239,372	\$239,372
TOTAL REGION	33	\$1,451,226	\$2,649,490	\$2,649,490

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Infrastructure Development and Capacity Building

2.T

INNOVATION VENTURE CAPITAL FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Manufacturing	3	\$1,167,333	\$2,150,000	\$2,150,000
Public Admin/Gov	1	\$1,250,000	\$50,000,000	\$50,000,000
Scientific R&D	2	\$1,000,000	\$2,500,000	\$3,477,500
TOTAL INDUSTRY	6	\$3,417,333	\$54,650,000	\$55,627,500
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Mid-Hudson	1	\$367,333	\$400,000	\$400,000
New York City	2	\$1,750,000	\$51,000,000	\$51,000,000
Western	3	\$1,300,000	\$3,250,000	\$4,227,500
TOTAL REGION	6	\$3,417,333	\$54,650,000	\$55,627,500

Infrastructure Development and Capacity Building

2.W

MINORITY AND WOMEN REVOLVING LOAN TRUST FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grant Making/Civic/Prof Orgs	7	\$511,948	\$1,145,000	\$1,145,000
TOTAL INDUSTRY	7	\$511,948	\$1,145,000	\$1,145,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	1	\$106,667	\$200,000	\$200,000
Central	1	\$44,515	\$147,500	\$147,500
Finger Lakes	1	\$53,750	\$100,000	\$100,000
New York City	3	\$235,349	\$497,500	\$497,500
Western	1	\$71,667	\$200,000	\$200,000
TOTAL REGION	7	\$511,948	\$1,145,000	\$1,145,000

2.U

LAKE ONTARIO BUSINESS FLOOD RECOVERY				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grant Making/Civic/Prof Orgs	1	\$2,114,004	\$11,875,000	\$23,750,000
TOTAL INDUSTRY	1	\$2,114,004	\$11,875,000	\$23,750,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Statewide	1	\$2,114,004	\$11,875,000	\$23,750,000
TOTAL REGION	1	\$2,114,004	\$11,875,000	\$23,750,000

2.V

MINORITY AND WOMEN BUSINESS DEVELOPMENT AND LENDING PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grant Making/Civic/Prof Orgs	6	\$170,696	\$619,094	\$619,094
TOTAL INDUSTRY	6	\$170,696	\$619,094	\$619,094
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	1	\$37,500	\$75,000	\$75,000
Central	1	\$10,000	\$74,094	\$74,094
Long Island	1	\$37,497	\$75,000	\$75,000
Mid-Hudson	1	\$10,000	\$120,000	\$120,000
New York City	2	\$75,699	\$275,000	\$275,000
TOTAL REGION	6	\$170,696	\$619,094	\$619,094

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Infrastructure Development and Capacity Building

2.X

NEW FARMERS GRANT FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Agr/Forestry/Fishing/Hunting	22	\$830,571	\$849,787	\$1,637,019
TOTAL INDUSTRY	22	\$830,571	\$849,787	\$1,637,019
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	3	\$126,964	\$130,436	\$230,436
Central	2	\$70,479	\$70,479	\$140,958
Finger Lakes	2	\$62,422	\$67,169	\$134,338
Long Island	1	\$19,003	\$22,045	\$44,090
Mid-Hudson	2	\$76,656	\$80,738	\$129,357
Mohawk Valley	5	\$191,243	\$192,466	\$384,932
North Country	2	\$68,341	\$68,576	\$137,152
Southern Tier	3	\$115,463	\$117,878	\$235,756
Western New York	2	\$100,000	\$100,000	\$200,000
TOTAL REGION	22	\$830,571	\$849,787	\$1,637,019

2.Y

NEW NY BROADBAND PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Telecomm Carrier/Svcs	64	\$110,138,321	\$241,852,489	\$309,769,208
TOTAL INDUSTRY	64	\$110,138,321	\$241,852,489	\$309,769,208
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	12	\$27,249,524	\$52,213,310	\$67,147,338
Central	3	\$5,630,765	\$18,059,284	\$23,143,136
Mohawk Valley	26	\$46,404,161	\$114,049,981	\$144,691,472
North Country	7	\$3,375,217	\$12,503,893	\$15,631,053
Southern Tier	14	\$17,472,184	\$31,919,993	\$42,527,844
Western	2	\$10,006,470	\$13,106,028	\$16,628,365
TOTAL REGION	64	\$110,138,321	\$241,852,489	\$309,769,208

Infrastructure Development and Capacity Building

2.Z

NEW YORK WORKS ECONOMIC DEVELOPMENT FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	4	\$14,650,067	\$28,400,000	\$28,496,509
Computer/Electronic Product Mfg	1	\$10,000,000	\$216,887,080	\$216,887,080
Public Admin/Gov	1	\$150,000	\$150,000	\$738,800
Real Estate/Rental	4	\$12,914,373	\$47,500,000	\$338,032,196
Telecomm Carrier/Svcs	5	\$3,128,165	\$8,194,074	\$10,141,445
TOTAL INDUSTRY	15	\$40,842,605	\$301,131,154	\$594,296,030
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	1	\$335,260	\$2,042,177	\$2,703,901
Central	3	\$1,650,000	\$1,650,000	\$5,142,004
Finger Lakes	2	\$12,404,012	\$221,362,080	\$221,362,080
Mohawk Valley	1	\$9,050,000	\$9,050,000	\$9,050,000
New York City	3	\$12,704,666	\$47,636,346	\$335,675,992
North Country	3	\$1,502,613	\$4,515,551	\$5,390,544
Statewide	1	\$2,821,055	\$14,500,000	\$14,500,000
Western	1	\$375,000	\$375,000	\$471,509
TOTAL REGION	15	\$40,842,605	\$301,131,154	\$594,296,030

2.AA

METROPOLITAN ECONOMIC REVITALIZATION FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grant Making/Civic/Prof Orgs	3	\$1,000,000	\$3,001,000	\$3,001,000
TOTAL INDUSTRY	3	\$1,000,000	\$3,001,000	\$3,001,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Central	1	\$333,333	\$1,001,000	\$1,001,000
New York City	2	\$666,667	\$2,000,000	\$2,000,000
TOTAL REGION	3	\$1,000,000	\$3,001,000	\$3,001,000

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Infrastructure Development and Capacity Building

2.BB

NYS LIFE SCIENCES INITIATIVE FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Scientific R&D	5	\$11,218,035	\$79,099,500	\$101,099,500
TOTAL INDUSTRY	5	\$11,218,035	\$79,099,500	\$101,099,500
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Finger Lakes	1	\$650,000	\$1,650,000	\$1,650,000
New York City	1	\$7,500,000	\$17,000,000	\$17,000,000
Statewide	3	\$3,068,035	\$60,449,500	\$82,449,500
TOTAL REGION	5	\$11,218,035	\$79,099,500	\$101,099,500

2.CC

PORT AUTHORITY TRANSPORTATION, ECONOMIC DEVELOPMENT AND INFRASTRUCTURE FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	1	\$659,182	\$2,149,619	\$2,149,619
Public Admin/Gov	1	\$2,500,000	\$25,000,000	\$25,000,000
TOTAL INDUSTRY	2	\$3,159,182	\$27,149,619	\$27,149,619
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
New York City	2	\$3,159,182	\$27,149,619	\$27,149,619
TOTAL REGION	2	\$3,159,182	\$27,149,619	\$27,149,619

Infrastructure Development and Capacity Building

2.DD

REGIONAL COUNCIL CAPITAL FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Agri/Forestry/Fishing/Hunting	3	\$1,027,500	\$3,520,000	\$4,846,084
Arts, Entertain/Rec	15	\$5,415,456	\$8,759,814	\$64,717,022
Educational Svcs	13	\$13,107,266	\$24,080,000	\$93,944,432
Electric Power Distribution	1	\$192,000	\$192,000	\$959,669
Food Mfg	1	\$50,000	\$100,000	\$534,435
Public Admin/Gov	26	\$13,908,752	\$22,357,739	\$101,933,011
Real Estate/Rental	18	\$16,269,399	\$31,483,049	\$268,700,411
Scientific R&D	3	\$1,160,000	\$4,550,000	\$15,480,000
Telecomm Carrier/Svcs	3	\$2,375,738	\$13,587,140	\$20,379,621
Transportation/Warehousing	3	\$5,805,000	\$13,172,000	\$30,000,000
TOTAL INDUSTRY	86	\$59,311,112	\$121,801,742	\$601,494,685
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	7	\$8,605,000	\$10,205,000	\$109,532,194
Central	5	\$4,299,133	\$5,711,000	\$23,305,461
Finger Lakes	14	\$13,021,945	\$17,938,049	\$78,469,777
Long Island	6	\$6,553,321	\$10,913,321	\$39,000,420
Mid-Hudson	6	\$2,225,290	\$5,750,000	\$35,794,951
Mohawk Valley	15	\$8,006,627	\$16,130,710	\$60,549,977
New York City	3	\$1,370,000	\$2,770,000	\$63,654,555
North Country	5	\$4,757,191	\$20,831,140	\$29,753,621
Southern Tier	7	\$3,929,521	\$20,743,029	\$81,112,273
Western	18	\$6,543,085	\$10,809,493	\$80,321,456
TOTAL REGION	86	\$59,311,112	\$121,801,742	\$601,494,685

2.EE

REGIONAL REVOLVING LOAN TRUST FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grantmaking/Civic/Prof Orgs	11	\$1,924,974	\$2,784,540	\$2,784,540
TOTAL INDUSTRY	11	\$1,924,974	\$2,784,540	\$2,784,540
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	1	\$173,815	\$173,815	\$173,815
Central	1	\$124,933	\$200,000	\$200,000
Finger Lakes	1	\$231,754	\$231,754	\$231,754
Long Island	1	\$173,815	\$173,815	\$173,815
Mid-Hudson	1	\$173,815	\$173,815	\$173,815
Mohawk Valley	1	\$318,661	\$318,661	\$318,661
New York City	2	\$267,056	\$300,723	\$300,723
North Country	1	\$340,351	\$200,000	\$200,000
Southern Tier	1	\$42,347	\$450,000	\$450,000
Western	1	\$78,426	\$561,957	\$561,957
TOTAL REGION	11	\$1,924,974	\$2,784,540	\$2,784,540

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Infrastructure Development and Capacity Building

2.FF

RESTORE NY				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	1	\$2,586,296	\$3,300,000	\$14,395,394
Public Admin/Gov	5	\$1,120,135	\$1,794,638	\$3,784,554
Real Estate/Rental	5	\$6,780,531	\$14,800,000	\$50,381,881
TOTAL INDUSTRY	11	\$10,486,962	\$19,894,638	\$68,561,829
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	2	\$4,786,296	\$7,300,000	\$26,395,394
Central	2	\$2,734,793	\$3,000,000	\$10,390,650
Finger Lakes	1	\$199,842	\$285,488	\$500,000
Mohawk Valley	1	\$89,000	\$89,000	\$99,928
Southern Tier	3	\$1,177,032	\$3,220,150	\$11,182,632
Western	2	\$1,500,000	\$6,000,000	\$19,993,225
TOTAL REGION	11	\$10,486,962	\$19,894,638	\$68,561,829

2.GG

SMALL BUSINESS REVOLVING LOAN TRUST FUND				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grantmaking/Civic/Prof Orgs	4	\$816,666	\$2,700,000	\$4,700,000
TOTAL INDUSTRY	4	\$816,666	\$2,700,000	\$4,700,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
New York City	4	\$816,666	\$2,700,000	\$4,700,000
TOTAL REGION	4	\$816,666	\$2,700,000	\$4,700,000

2.HH

UPSTATE REVITALIZATION INITIATIVE				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	3	\$11,148,498	\$14,930,000	\$15,760,100
Computer/Electronic Product Mfg	1	\$9,816,055	\$20,000,000	\$45,000,000
Educational Svcs	1	\$540,000	\$5,400,000	\$11,400,000
Misc Manufacturing	1	\$4,621,271	\$15,000,000	\$15,000,000
Other Profess/Scient/Tech Svcs	4	\$10,928,050	\$30,435,600	\$30,435,600
Public Admin/Gov	1	\$1,696,136	\$1,696,136	\$2,924,372
Real Estate/Rental	1	\$3,000,000	\$3,000,000	\$9,910,435
TOTAL INDUSTRY	12	\$41,750,011	\$90,461,736	\$130,430,507
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Central	6	\$24,719,886	\$52,880,000	\$60,369,935
Finger Lakes	2	\$12,240,000	\$15,400,000	\$21,400,000
Southern Tier	4	\$4,790,125	\$22,181,736	\$48,660,572
TOTAL REGION	12	\$41,750,011	\$90,461,736	\$130,430,507

Infrastructure Development and Capacity Building

2.II

UPSTATE REGIONAL BLUEPRINT				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Gov	1	\$2,500,000	\$2,500,000	\$23,545,166
Real Estate/Rental	1	\$500,000	\$500,000	\$3,300,000
TOTAL INDUSTRY	2	\$3,000,000	\$3,000,000	\$26,845,166
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
North Country	1	\$2,500,000	\$2,500,000	\$23,545,166
Western New York	1	\$500,000	\$500,000	\$3,300,000
TOTAL REGION	2	\$3,000,000	\$3,000,000	\$26,845,166

2.JJ

URBAN AND COMMUNITY DEVELOPMENT PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	1	\$32,000	\$32,000	\$125,000
Other Profess/Scient/Tech Svcs	17	\$927,759	\$1,578,724	\$1,988,579
TOTAL INDUSTRY	18	\$959,759	\$1,610,724	\$2,113,579
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Central	2	\$60,000	\$60,000	\$120,000
Finger Lakes	4	\$110,416	\$110,416	\$275,832
Long Island	1	\$13,188	\$13,188	\$26,377
Mid-Hudson	1	\$25,000	\$25,000	\$50,000
New York City	2	\$270,000	\$270,000	\$290,000
North Country	4	\$82,405	\$82,405	\$235,405
Southern Tier	2	\$41,250	\$41,250	\$85,000
Statewide	1	\$342,500	\$993,465	\$993,465
Western	1	\$15,000	\$15,000	\$37,500
TOTAL REGION	18	\$959,759	\$1,610,724	\$2,113,579

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Dedicated Funds/Special Appropriations – Job Retention and Creation

2.KK

DEDICATED CAPITAL PROJECTS FUNDING							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Computer/Electronic Product Mfg	2	\$115,220,000	\$676,500,000	\$5,856,499,872	0	750	750
Misc Manufacturing	3	\$92,294,851	\$1,233,600,000	\$1,777,000,000	300	5,750	6,050
TOTAL INDUSTRY	5	\$207,514,851	\$1,910,100,000	\$7,633,499,872	300	6,500	6,800
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Capital	2	\$115,220,000	\$676,500,000	\$5,856,499,872	0	750	750
Mohawk Valley	1	\$10,918,269	\$198,100,000	\$268,000,000	300	300	600
Western	2	\$81,376,582	\$1,035,500,000	\$1,509,000,000	0	5,450	5,450
TOTAL REGION	5	\$207,514,851	\$1,910,100,000	\$7,633,499,872	300	6,500	6,800

2.LL

PORT AUTHORITY TRANSPORTATION, ECONOMIC DEVELOPMENT AND INFRASTRUCTURE RENEWAL							
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
Misc Manufacturing	1	\$77,519	\$3,250,000	\$19,855,803	5	8	13
TOTAL INDUSTRY	1	\$77,519	\$3,250,000	\$19,855,803	5	8	13
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost	Jobs Retained	Net New Job Commitments	Total Jobs
New York City	1	\$77,519	\$3,250,000	\$19,855,803	5	8	13
TOTAL REGION	1	\$77,519	\$3,250,000	\$19,855,803	5	8	13

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

2.MM

COMMUNITY DEVELOPMENT FINANCIAL INSTITUTION PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Government	39	\$2,068,109	\$3,353,220	\$3,353,220
TOTAL INDUSTRY	39	\$2,068,109	\$3,353,220	\$3,353,220
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	3	\$180,000	\$270,000	\$270,000
Finger Lakes	2	\$123,000	\$163,000	\$163,000
Long Island	3	\$57,609	\$115,220	\$115,220
Mid-Hudson	1	\$95,000	\$95,000	\$95,000
New York City	23	\$1,255,000	\$2,010,000	\$2,010,000
North Country	2	\$65,000	\$115,000	\$115,000
Southern Tier	2	\$170,000	\$340,000	\$340,000
Western	3	\$122,500	\$245,000	\$245,000
TOTAL REGION	39	\$2,068,109	\$3,353,220	\$3,353,220

2.NN

DEDICATED CAPITAL PROJECT FUNDING				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	2	\$557,483	\$600,000	\$6,400,000
Misc Manufacturing	7	\$103,178,777	\$416,200,000	\$416,200,000
Public Admin/Gov	3	\$24,984,982	\$53,914,400	\$54,289,400
TOTAL INDUSTRY	12	\$128,721,241	\$470,714,400	\$476,889,400
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	4	\$80,599,742	\$184,100,000	\$184,475,000
Central	2	\$21,086,148	\$126,814,400	\$126,814,400
Mohawk Valley	1	\$11,397,617	\$24,000,000	\$24,000,000
New York City	2	\$557,483	\$600,000	\$6,400,000
North Country	2	\$15,025,683	\$125,200,000	\$125,200,000
Western New York	1	\$54,569	\$10,000,000	\$10,000,000
TOTAL REGION	12	\$128,721,241	\$470,714,400	\$476,889,400

APPENDIX 2: LOANS AND GRANTS PROGRAMS

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

2.00

HURRICANE IRENE - TROPICAL STORM LEE BUSINESS FLOOD RECOVERY				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Public Admin/Gov	8	\$1,618,540	\$2,975,977	\$3,294,203
TOTAL INDUSTRY	8	\$1,618,540	\$2,975,977	\$3,294,203
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	3	\$311,961	\$1,267,448	\$1,585,674
Mohawk Valley	3	\$831,650	\$1,395,794	\$1,395,794
North Country	1	\$162,195	\$0	\$0
Southern Tier	1	\$312,734	\$312,735	\$312,735
TOTAL REGION	8	\$1,618,540	\$2,975,977	\$3,294,203

2.PP

MISC. COMMUNITY AND LOCAL DEVELOPMENT PROJECTS				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Grant Making/Civic/Prof Orgs	32	\$4,729,413	\$10,980,000	\$12,131,409
Public Admin/Gov	15	\$1,855,077	\$6,020,000	\$6,089,600
Real Estate/Rental	5	\$610,567	\$2,448,534	\$8,872,945
Scientific R&D	4	\$2,160,985	\$3,307,613	\$15,787,613
TOTAL INDUSTRY	56	\$9,356,041	\$22,756,147	\$42,881,567
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	2	\$260,930	\$1,297,688	\$13,777,688
Central	13	\$1,596,431	\$4,760,000	\$4,760,000
Finger Lakes	2	\$600,847	\$850,000	\$919,600
Mid-Hudson	2	\$762,207	\$900,000	\$900,000
Mohawk Valley	5	\$622,530	\$2,498,534	\$8,922,945
New York City	16	\$2,707,300	\$8,865,000	\$8,865,000
North Country	12	\$652,813	\$1,350,000	\$2,501,409
Southern Tier	1	\$124,644	\$125,000	\$125,000
Western	3	\$2,028,339	\$2,109,925	\$2,109,925
TOTAL REGION	56	\$9,356,041	\$22,756,147	\$42,881,567

2.QQ

TRANSFORMATIVE ECONOMIC DEVELOPMENT PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Scientific R&D	1	\$4,000,000	\$15,000,000	\$15,000,000
TOTAL INDUSTRY	1	\$4,000,000	\$15,000,000	\$15,000,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Long Island	1	\$4,000,000	\$15,000,000	\$15,000,000
TOTAL REGION	1	\$4,000,000	\$15,000,000	\$15,000,000

Dedicated Funds/Special Appropriations – Infrastructure Development and Capacity Building

2.RR

TRANSFORMATIVE INVESTMENT PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	1	\$5,230,001	\$6,000,000	\$6,000,000
Scientific R&D	2	\$32,637,945	\$40,000,000	\$90,000,000
TOTAL INDUSTRY	3	\$37,867,946	\$46,000,000	\$96,000,000
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Long Island	3	\$37,867,946	\$46,000,000	\$96,000,000
TOTAL REGION	3	\$37,867,946	\$46,000,000	\$96,000,000

2.SS

UPSTATE CITY BY CITY				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertain/Rec	1	\$100,000	\$1,000,000	\$1,462,500
TOTAL INDUSTRY	1	\$100,000	\$1,000,000	\$1,462,500
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Western	1	\$100,000	\$1,000,000	\$1,462,500
TOTAL REGION	1	\$100,000	\$1,000,000	\$1,462,500

APPENDIX 3: MARKETING AND ADVERTISING

3.A

Program	Number of Projects	Amount Disbursed
Craft Beverage Marketing Program	21	\$1,320,553
Economic Development Initiatives ¹⁸	31	\$46,576,438
Market NY	58	\$7,061,491
Miscellaneous Marketing Projects	19	\$1,035,000
Tourism Promotion Matching Grants	54	\$4,535,549
TOTAL	183	\$60,529,031

3.B

CRAFT BEVERAGE MARKETING PROGRAM				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Advertising/Related Svcs	12	\$663,459	\$1,074,208	\$1,348,725
Food Svcs/Drinking Places	9	\$657,094	\$859,054	\$1,286,690
TOTAL INDUSTRY	21	\$1,320,553	\$1,933,262	\$2,635,415
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	3	\$ 315,366	\$ 559,519	\$ 819,035
Central	2	\$ 27,568	\$ 29,413	\$ 36,766
Finger Lakes	4	\$ 182,605	\$ 262,108	\$ 333,595
Long Island	2	\$ 133,199	\$ 262,500	\$ 345,664
Mid-Hudson	4	\$ 259,372	\$ 321,135	\$ 431,568
Mohawk Valley	1	\$ 71,000	\$ 71,000	\$ 95,350
New York City	3	\$ 280,107	\$ 323,927	\$ 454,207
Southern Tier	1	\$ 28,789	\$ 79,000	\$ 88,330
Western	1	\$ 22,548	\$ 24,660	\$ 30,900
TOTAL REGION	21	\$ 1,320,553	\$ 1,933,262	\$ 2,635,415

3.C

ECONOMIC DEVELOPMENT INITIATIVES		
Industry	No. of Projects	Amt Disbursed
Tourism Promotion	1	\$32,996,666
Business Attraction & Retention	1	\$12,859,122
Global NY	29	\$720,650
TOTAL INDUSTRY	31	\$46,576,438

3.D

MARKET NY				
Industry	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Arts, Entertainment/Rec	58	\$7,061,491	\$9,490,596	\$59,756,564
TOTAL INDUSTRY	58	\$7,061,491	\$9,490,596	\$59,756,564
Region	No. of Projects	Amt Disbursed	Award Amount	Total Project Cost
Capital	6	\$554,833	\$860,491	\$1,086,711
Central	7	\$840,766	\$1,082,500	\$22,577,500
Finger Lakes	9	\$1,256,277	\$1,849,192	\$2,814,832
Long Island	6	\$850,504	\$1,228,125	\$1,262,500
Mid-Hudson	3	\$487,255	\$488,600	\$653,133
Mohawk Valley	5	\$711,020	\$987,684	\$1,290,903
New York City	2	\$558,113	\$583,018	\$21,968,376
North Country	8	\$699,376	\$1,010,376	\$1,412,192
Southern Tier	5	\$468,691	\$588,180	\$1,923,554
Western	7	\$634,656	\$812,430	\$4,766,863
TOTAL REGION	58	\$7,061,491	\$9,490,596	\$59,756,564

3.E

MISCELLANEOUS MARKETING PROJECTS		
Region	No. of Projects	Amt Disbursed
Capital	2	\$75,000
Central	2	\$100,000
Finger Lakes	1	\$25,000
Long Island	1	\$60,000
North Country	4	\$350,000
Southern Tier	1	\$65,000
Western	3	\$167,500
Statewide	5	\$192,500
TOTAL REGION	19	\$1,035,000

3.F

TOURISM PROMOTION MATCHING GRANTS		
Region	No. of Projects	Amt Disbursed
Capital	5	\$380,173
Central	6	\$386,886
Finger Lakes	11	\$758,833
Long Island	0	\$0
Mid-Hudson	7	\$489,923
Mohawk Valley	2	\$91,109
New York City	1	\$578,998
North Country	10	\$977,032
Southern Tier	6	\$466,666
Western	6	\$405,929
TOTAL REGION	54	\$4,535,549

¹⁸ Part of a larger contract with two discrete projects – tourism promotion and business attraction and retention.

APPENDIX 4: INNOVATION

4.A

Program	Number of Projects	Amount Disbursed
Centers for Advanced Technology	16	\$14,147,332
Centers of Excellence	11	\$16,655,892
Digital Gaming Hubs	2	\$621,031
Focus Centers	2	\$2,442,715
Innovation Hot Spots/Incubators	27	\$6,796,156
Innovation Economy Matching Grants	17	\$5,816,580
Manufacturing Extension Partnerships	10	\$9,403,258
Science & Technology Law Center	1	\$424,338
Technology Transfer Incentive Program	1	\$246,490
TOTAL	87	\$56,553,792

4.B

CENTERS FOR ADVANCED TECHNOLOGY		
Region	No. of Centers	Amt Disbursed
Capital	3	\$2,698,668
Central	1	\$914,446
Finger Lakes	3	\$1,614,342
Long Island	3	\$3,665,397
New York City	1	\$933,778
North Country	1	\$903,439
Southern Tier	2	\$1,924,021
Western	2	\$1,493,241
TOTAL REGION	16	\$14,147,332

4.C

CENTERS OF EXCELLENCE		
Region	No. of Centers	Amt Disbursed
Capital	2	\$1,352,926
Central	1	\$1,405,721
Finger Lakes	2	\$2,969,896
Long Island	2	\$6,733,929
Mid-Hudson	1	\$90,848
Southern Tier	1	\$1,450,468
Western	2	\$2,652,104
TOTAL REGION	11	\$16,655,892

4.D

DIGITAL GAMING HUBS		
Region	No. of Hubs	Amt Disbursed
Capital	1	\$235,315
Finger Lakes	1	\$385,716
TOTAL REGION		\$621,031

4.E

FOCUS CENTERS		
Region	No. of Centers	Amt Disbursed
Capital	2	\$2,442,715
TOTAL REGION		\$2,442,715

4.F

INNOVATION HOT SPOTS/INCUBATORS		
Region	No. of Centers	Amt Disbursed
Capital	5	\$1,193,267
Central NY	2	\$472,495
Finger Lakes	1	\$257,383
Mid-Hudson	3	\$557,662
Mohawk Valley	1	\$239,186
New York City	8	\$2,333,004
North Country	1	\$273,611
Southern Tier	3	\$846,462
Western NY	3	\$623,086
TOTAL REGION		\$6,796,156

APPENDIX 4: INNOVATION

4.G

INNOVATION ECONOMY MATCHING GRANTS		
Region	No. of Institutions	Amt Disbursed
Capital	3	\$1,219,945
Central NY	2	\$250,890
Finger Lakes	1	\$494,068
Long Island	1	\$120,529
Mid-Hudson	0	\$0
Mohawk Valley	0	\$0
New York City	4	\$1,944,030
North Country	0	\$0
Southern Tier	5	\$1,508,421
Western NY	1	\$278,697
TOTAL REGION	17	\$5,816,580

4.H

MANUFACTURING EXTENSION PARTNERSHIPS		
Region	No. of Centers	Amt Disbursed
Capital	1	\$734,902
Central NY	1	\$881,998
Finger Lakes	1	\$1,275,000
Long Island	1	\$1,360,982
Mid-Hudson	1	\$850,000
Mohawk Valley	1	\$769,703
New York City	1	\$1,078,514
North Country	1	\$670,908
Southern Tier	1	\$718,750
Western NY	1	\$1,062,501
TOTAL REGION	10	\$9,403,258

4.I

SCIENCE AND TECHNOLOGY LAW CENTER		
Region	No. of Centers	Amt Disbursed
Central	1	\$424,338
TOTAL REGION	1	\$424,338

4.J

TECHNOLOGY TRANSFER INCENTIVE PROGRAM		
Region	No. of Projects	Amt Disbursed
Central	1	\$246,490
TOTAL REGION	1	\$246,490

Additional Jobs Related Data

4.K

Year 2016-17¹⁹

CENTERS FOR ADVANCED TECHNOLOGY ²⁰					
Region	No. of Centers	Total Non-Job Impacts	New Jobs	Jobs Retained	Total Jobs
Capital	3	\$128,349,113	36	24	60
Central	1	\$29,912,658	32	21	53
Finger Lakes	2	\$41,838,385	56	13	68
Long Island	3	\$94,669,568	72	20	92
Mid-Hudson	0	\$0	0	0	0
Mohawk Valley	0	\$0	0	0	0
New York City	1	\$115,861,129	125	5	130
North Country	1	\$5,386,000	4	0	4
Southern Tier	2	\$37,545,862	53	48	101
Western	2	\$66,667,463	60	5	65
TOTAL REGION	15	\$520,230,178	438	136	573

Year: 2016-17

CENTERS OF EXCELLENCE					
Region	No. of Centers	Total Non-Job Impacts	New Jobs	Jobs Retained	Total Jobs
Capital	2	\$22,223,860	7	12	19
Central	1	\$4,234,529	25	59	84
Finger Lakes	2	\$2,217,579	27	179	206
Long Island	2	\$34,091,866	94	206	300
Mid-Hudson	0	\$0	0	0	0
Mohawk Valley	0	\$0	0	0	0
New York City	0	\$0	0	0	0
North Country	0	\$0	0	0	0
Southern Tier	1	\$0	0	0	0
Western	2	\$64,858,424	268	9	277
TOTAL REGION	10	\$127,626,258	421	465	886

¹⁹ Economic impact data is reported to program centers and then reported to NYSTAR for analysis. Reporting is often delayed and therefore only the most recently reported and analyzed data is provided. Differences may exist between these tables and the prior tables for the same programs, as there are often new centers coming on-line or going off-line in different years.

²⁰ Aggregate economic impacts are collected and quantified for only four NYSTAR programs: CATs, COEs, MEPs and Innovation Hot Spots/Incubators.

APPENDIX 4: INNOVATION

Additional Jobs Related Data

Year: 2016-17

INNOVATION HOT SPOTS/INCUBATORS					
Region	No. of Incubator/ Hot Spots	Total Non-Job Impacts	New Jobs	Jobs Retained	Total Jobs
Capital	5	\$4,439,982	42	14	56
Central	1	\$6,551,802	179	163	341
Finger Lakes	2	\$3,965,453	22	44	66
Long Island	2	\$3,369,123	37	35	72
Mid-Hudson	3	\$2,134,397	25	24	49
Mohawk Valley	3	\$553,243	7	8	15
New York City	7	\$122,099,870	338	377	715
North Country	1	\$0	0	0	0
Southern Tier	3	\$2,171,974	10	7	17
Western	3	\$48,545,275	110	40	150
TOTAL REGION	30	\$193,831,119	770	712	1,481

Year: 2017

MANUFACTURING EXTENTION PARTNERSHIP					
Region	No. of Centers	Total Non-Jobs Impact	New Jobs	Jobs Retained	Total Jobs
Capital	1	\$67,694,535	51	385	436
Central	1	\$62,296,568	56	644	700
Finger Lakes	1	\$70,244,031	138	477	615
Long Island	1	\$5,341,300	20	12	32
Mid-Hudson	1	\$26,658,271	31	191	222
Mohawk Valley	1	\$22,071,042	55	79	134
New York City	1	\$162,956,100	336	407	743
North Country	1	\$39,518,701	98	199	297
Southern Tier	1	\$198,139,012	41	862	903
Western	1	\$273,749,253	251	1,099	1,350
TOTAL REGION	10	\$928,668,813	1,077	4,355	5,432



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